SPECIAL PASSENGER REPORT

Passenger Business–
Let's Face the Facts . . . p. 74

May 16, 1960

RAILWAY AGE *weekly*

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Has the passenger downswing leveled off?

Which new ideas are paying off now?

Can piggyback rescue marginal trains?

What cities are pushing rail transit?

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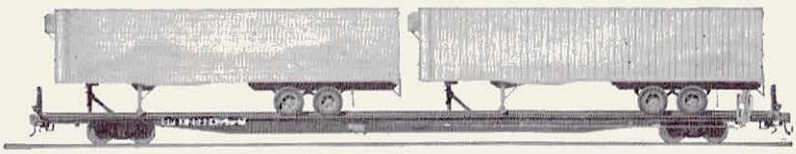

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RAILWAY AGE *weekly* May 16, 1960 • Vol. 148, No. 20

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House train-off hearings end p.44

Railroad witnesses unanimously — and emphatically — opposed proposed legislation that would restrict train-off freedom granted by the 1958 Transportation Act. The changes, they asserted, would be a step backward for passenger service. Senate hearings are scheduled for June.

Auto-Pack developed for SP p.48

Whitehead & Kales has come up with a tri-level frame that can be crane-mounted on a General American Clejan-type flat car. Capacity of the unit is 12 standard cars or 15 compacts.

Mail hoists cut train delays p.52

The Florida East Coast has developed a mechanized system that permits handling large volumes of mail without slowing down crack passenger trains.

Barrel arches top big terminal p.56

The Union Pacific's new $3 million freighthouse in East Los Angeles has a roof consisting of 30 reinforced concrete barrel arches. It may be the largest barrel arch structure in the country.

Unions ask tank-truck probe p.69

The five operating brotherhoods want the ICC to open a general investigation of highway tanker-train accidents. The petition was inspired by recent collisions at Bakersfield, Calif., and Chanute, Kan. The unions say "the hazard is continuous and the need for any effective remedy is here and now."

Special Passenger Report

Newest RR 'passenger': TOFC ..... p. 9

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Which new ideas are paying off now? p.22

Should railroads pay travel agents? p.33

The Action Page—Let's face the facts p.74

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Week at a Glance CONT.

Current Statistics

Operating revenues	
3 mos., 1960 ...	$2,410,965,646
3 mos., 1959 ...	2,389,964,223
Operating expenses	
3 mos., 1960 ...	1,913,146,741
3 mos., 1959 ...	1,909,302,375
Taxes	
3 mos., 1960 ...	266,237,113
3 mos., 1959 ...	248,387,179
Net railway operating income	
3 mos., 1960 ...	146,864,256
3 mos., 1959 ...	154,645,582
Net income estimated	
3 mos., 1960 ...	99,000,000
3 mos., 1959 ...	100,000,000
Average price railroad stocks	
May 10, 1960 ..	91.36
May 12, 1959 ..	109.89
Carloadings, revenue freight	
17 wks., 1960 ..	10,067,260
17 wks., 1959 ..	10,137,382
Freight cars on order	
April 1, 1960 ..	42,131
April 1, 1959 ..	35,487
Freight cars delivered	
3 mos., 1960 ..	13,850
3 mos., 1959 ..	7,223

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Short and Significant

A binding award in the BLE wage dispute . . .

is now due June 10. Carrier testimony in the arbitration hearings is expected to be completed this week. The railroads have proposed a 15-cent-an-hour wage cut to counter union demands for a 12% increase. Meanwhile, an emergency fact-finding board began hearing the carriers' side of the non-op wage and fringe-benefit dispute last week. The board's recommendations in the non-op case are expected by May 26.

Prices paid by railroads . . .

for fuel, materials and supplies dropped a bit during this year's first quarter. The AAR's latest index, for April, is 143.5—down nine-tenths of a point from January's 144.4. Compared with the year-earlier figure of 146.0, the April index was down 2.5 points. The index is based on average mid-year spot prices of the 1947-1949 period.

Soo's merger plan . . .

has been submitted to the ICC. It proposes consolidation of three Canadian Pacific affiliates—Minneapolis, St. Paul & Sault Ste. Marie, Wisconsin Central and Duluth, South Shore & Atlantic. To effect the consolidation, Soo and WC properties would be merged into the DSS&A. The latter's name would be changed to Soo Line Railroad Co., the name under which the unified system would operate.

Action on the ACL-Seaboard merger . . .

could come this week. There was speculation last week that a merger plan would go before Coast Line directors at their May 19 meeting in New York. Seaboard was reported to be trying to arrange a special meeting of its board on the same day.

Estimated net income of Class I railroads . . .

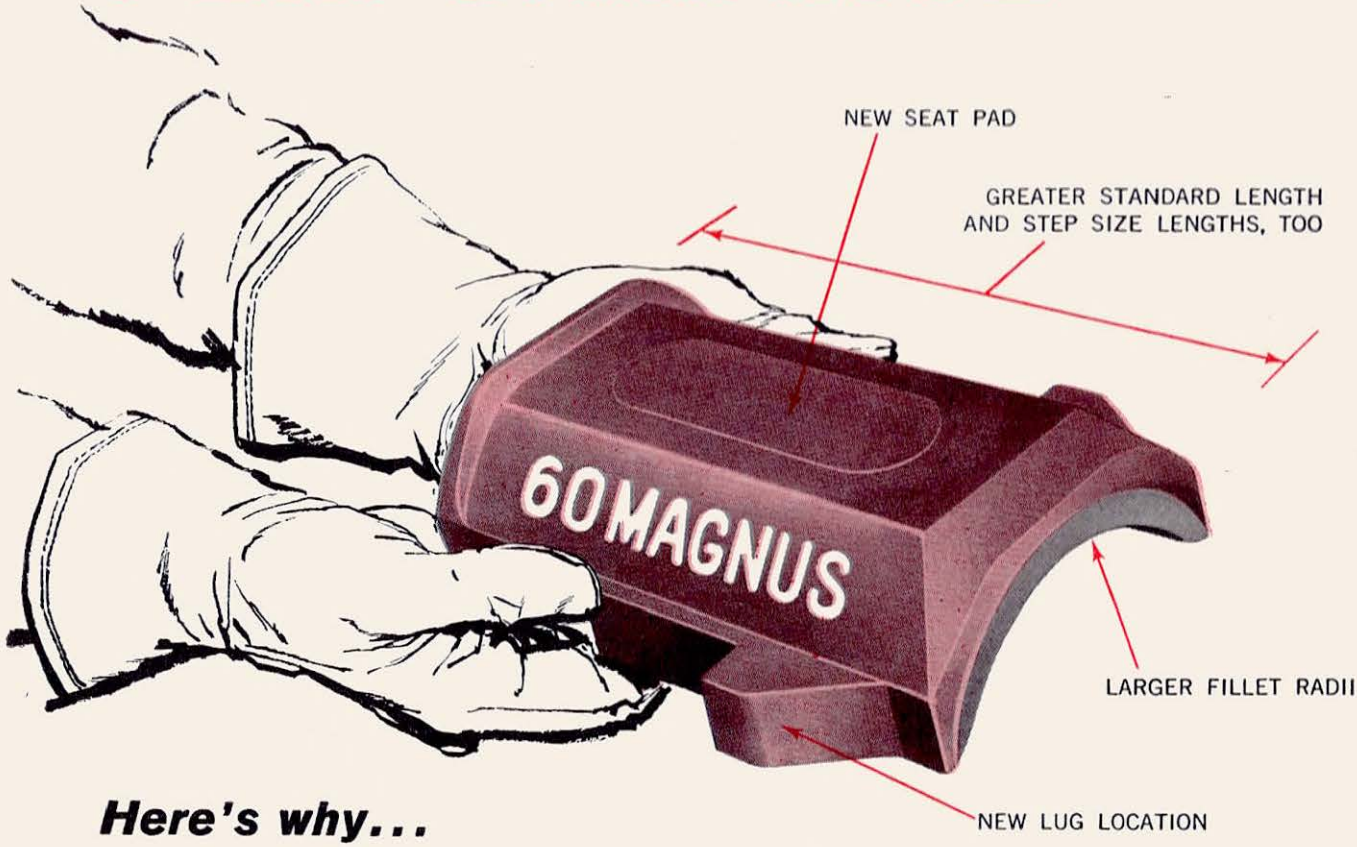
in this year's first quarter was $99 million—compared with $100 million in 1959's first quarter and $34 million in 1958. Thirty-three Class I roads failed to earn their fixed charges in the first three months of 1960. Estimated net income in March was $44 million, compared with $58 million a year ago. In the 12 months ended March 1960 the rate of return averaged 2.70%.

Pacific Northern Railway . . .

is the name chosen for the Wenner-Gren rail route from the northern terminus of the Pacific Great Eastern to the Yukon border (RA, March 21, p. 40). Construction is expected to begin this summer after surveys are completed.

New AAR Standards promise MAGNUS SOLID BEARINGS

a NEW HIGH in PERFORMANCE



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Fillet radii have been increased at both ends of the bearing for further reduction in end wear and reduced wiping of the babbitt.

These design modifications should help establish a new high in the performance of low-cost solid bearings. For further information write to Magnus Metal Corporation, 111 Broadway, N. Y. 6, or 80 E. Jackson Blvd., Chicago 4.

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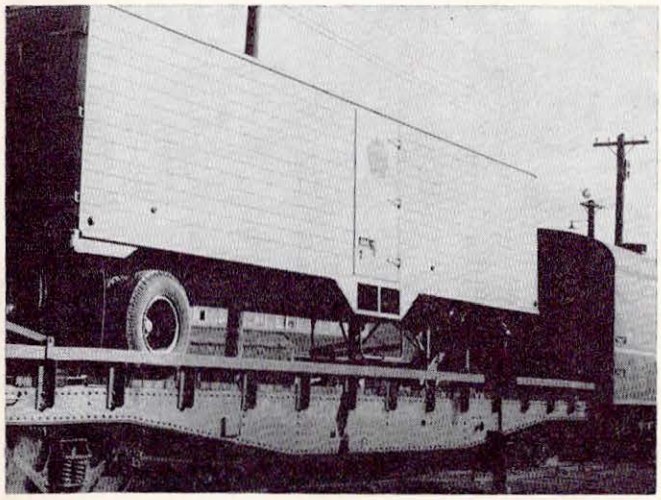
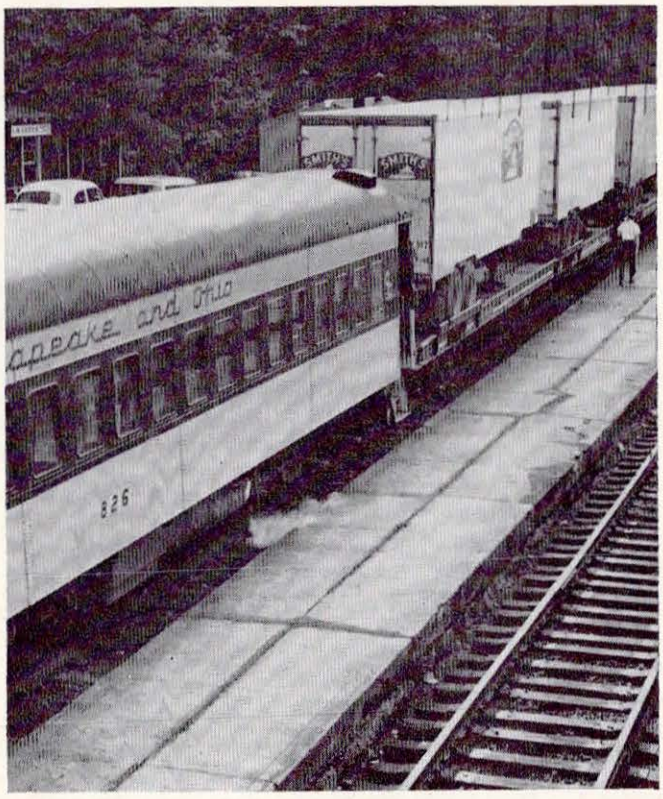


▲ **CNR TRAILERS** now "take the train" between Moncton and St. John, N. B. First piggyback-in-passenger-train operation has been so successful CNR may extend plan.



PASSENGER-TOFC COMBINATION has been bringing C&O extra revenues for over a year. "George Washington" and "F.F.V." each carry up to 10 carloads a day. ▶

Newest RR 'Passenger': TOFC

► **The Story at a Glance: Railroad passenger men are taking a new—and calculating—look at piggyback. At least three roads (C&O, Burlington, CNR) are now carrying trailers-on-flat-cars in passenger train consists. Others are interested. How widely the piggyback-in-passenger-train concept can be applied is an open question. But there's no question that it's already helped pull some passenger-train mileage out of the red.**

Canadian National passenger trains 43 and 44, plying between the New Brunswick towns of Moncton and St. John, moved quietly into the profit column early this month—on the very day, to be exact, that they began carrying one piggyback car apiece in their consists.

For more than a year, Chesapeake & Ohio's "George Washington" and "F.F.V." have been showing a profit on a portion of their runs—that portion (between Staunton, Va., and Charleston and Huntington, W. Va.) on which each is hauling up to 10 carloads (20 trailers) of piggyback traffic a day.

In the Midwest, the Chicago, Burlington & Quincy is successfully carrying piggyback cars in passenger trains 14 (Council Bluffs-Chicago) and 22-23 (Omaha-Council Bluffs-Kansas City).

A fourth railroad, Canadian Pacific, operated joint passenger-piggyback service between Winnipeg, Man., and Fort William, Ont., for 11 months, discontinued the practice last Sept. 26 with the inauguration of regular TOFC service between these two points on fast freights.

Flexi-Van hasn't climbed aboard any passenger trains yet with any merchandise freight—but mail-by-Flexi-Van is a regular passenger on Illinois Central's "Land O' Corn" between Chicago and Waterloo, also on the New York Central (Detroit-Chicago) and the Milwaukee (Chicago-Milwaukee). And last May C&O inaugurated mail and express service via its hybrid Railvans in passenger trains between Grand Rapids and Petoskey, Mich. (RA, May 4, 1959, p. 32).

In all cases the piggyback-passenger train marriage has proved profitable—even though at least two of the railroads involved are paying their passenger train crews premium rates for handling the TOFC traffic.

One outspoken advocate of the practice is Grand Chief Guy L. Brown of the Brotherhood of Locomotive Engineers. He thinks it "quite possibly can result in the saving of some passenger service that otherwise might be cut off." Mr. Brown says he's urged the Engineers on individual railroads "to make such revisions in our working rules as is necessary to permit such operations."

Says W. P. Kennedy, president of the Brotherhood of Railroad Trainmen: "We certainly are anxious for more business on the railroads, not less, and it is entirely possible that this may have a saving effect on many passenger trains."

How far the piggyback-in-passenger-train concept can go toward preserving marginal trains is, at this point, a matter of conjecture. C&O Vice President Owen Clarke points out that the idea has "very definite" limitations. The big

considerations, as he sees them:

- Scheduling. TOFC shippers want overnight service.
- Any such service should be between points offering well-balanced traffic.

A Burlington spokesman lists these factors:

- The move must develop sufficient volume to justify added costs; therefore, the service has to be one which shippers need and will use.
- Addition of piggyback must not be permitted to downgrade the passenger-mail service rendered.

In the Burlington's view, it boils down to "making the best possible use of your train-miles." On the Omaha-Kansas City run, for example, the passenger trains were capable of handling extra cars and TOFC wasn't getting overly good service in freight trains. So the opportunity was offered to provide better TOFC service without worsening passenger or mail service.

Burlington's operation demonstrates the kind of schedules best suited to combined passenger-TOFC service. No. 14 leaves Council Bluffs 5:51 p.m., arrives Chicago 5:35 a.m. No. 22 leaves Council Bluffs 1:43 a.m., arrives Kansas City 6:55 a.m. No. 23 leaves Kansas City 11:15 p.m., arrives Council Bluffs 4:43 a.m.

Newest of the passenger-TOFC operations is in Canada. Actually, Canadian National got into the field by accident. CNR formerly operated its own LCL trailers between Halifax, N.S., and St. John, N.B., in a joint piggyback-highway service—freight-train TOFC between Halifax and Moncton, highway between Moncton and St. John. When spring weather conditions closed the highways, CNR made it an all-TOFC operation, cutting the piggyback car into a passenger train for the Moncton-St. John move. It worked so well, says Atlantic Region Vice President D.V. Gonder, that the all-piggyback operation was put on a regular basis May 2.

The new service has proved to be "swift and economical," says Mr. Gonder. And there's icing on the cake: "These passenger trains have been marginal for some time. Our new 'passenger' has now tipped the scales." He thinks the idea may eventually be applied elsewhere in the region.

C&O's operation in Virginia and West Virginia is older—and bigger. The "George Washington" handles TOFC traffic westbound, and the "F.F.V." westbound and eastbound. During the first eight months of the plan (which

(Continued on page 41)

Watching Washington *with Walter Taft*

- **BULK-COMMODITY EXEMPTION** now applicable only to water carriers would be extended to railroads by an Interstate Commerce Act amendment proposed in a House bill. The bill, H.R.12109, is sponsored by Representative Harris, Democrat of Arkansas, who is chairman of the House Committee on Interstate and Foreign Commerce.

THE PRESENT EXEMPTION frees from regulation the transportation by water of commodities in bulk. His new bill makes Mr. Harris sponsor of the railroad industry's alternative proposals on this matter, i.e., that the present exemption be repealed or extended. A bill, H.R.8467, to repeal the present exemption was introduced by the committee chairman last July.

AAR PRESIDENT Daniel P. Loomis welcomed the new Harris bill. He said it deserves most serious consideration since it joins the repealer in striking at "a glaring inequality in government regulation." Enactment of either bill is the "obvious remedy," Mr. Loomis also said, adding that the way has now been opened for "a long overdue decision by Congress."

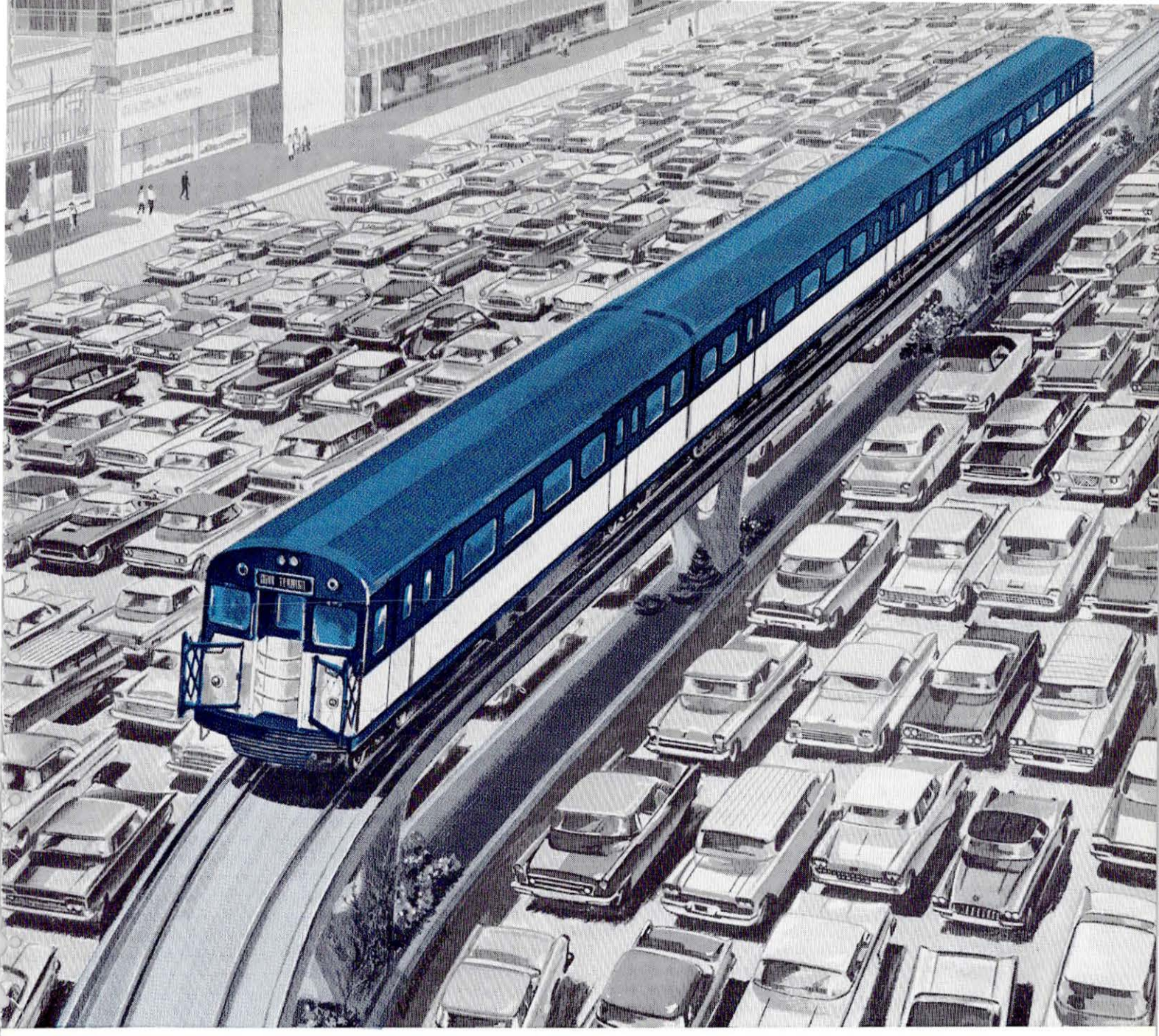
EXTENSION OF THE EXEMPTION would end regulation for more than two-thirds of the tonnage now handled by railroads. Commodities freed would be most products of mines, including coal and iron ore, liquid commodities moving in tank cars, bulk grain, bulk cement, and most covered-hopper-car traffic.

- **VOICE OF THE ICC** is "often timid and equivocal" when it deals with cases of general transportation importance in the opinion of one commissioner. He's Commissioner Webb who thinks the reason is the Commission's work load which forces it to rely on a "corps of ghost writers." He thinks the remedy is to organize and delegate the work so that only major cases will reach the entire Commission for decision.

IT WAS COMMISSIONER WEBB who complained, in the so-called Paint Case, that the majority report "left unanswered" the "vitally important question" of the extent, "if any," to which the 1958 Transportation Act changed the rule of competitive rate-making. This was the case wherein the Commission nevertheless approved the first proposal to come out of the eastern railroads' rate-research program (RA, Sept. 14, 1959, p. 10).

- **THE QUESTION OF ICC POLICY** on competitive rates is very much to the fore again. It's been spotlighted by American-Hawaiian Steamship Company's request for a Commission announcement that the policy is one which makes fully-distributed costs the basis for determining the rate-making carrier (RA, April 25, p. 10). The water carrier wants the Commission to "publicly reaffirm" a statement to that effect which was made by Commissioner Freas in 1958—but before the 1958 act, with its rate-freedom provision, was passed.

ANY SUCH PRONOUNCEMENT is opposed by the railroads. Their position is that fully-distributed costs have no proper role in competitive rate-making. AAR President Loomis has written the Commission to assail American-Hawaiian's request as "wholly inappropriate." He pointed out that Commission policy is now being developed on a case-by-case basis. And he said, too, that the Commission has no authority to render advisory opinions "based upon a request in an informal letter."



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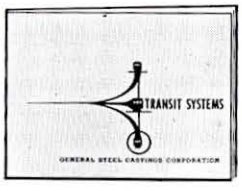

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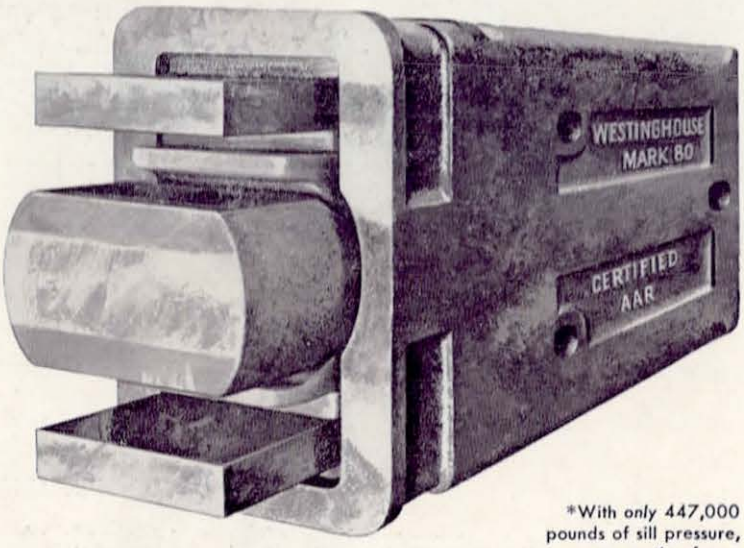

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Put MARK 80's 77,320 foot-pounds* of shock-absorbing capacity to work *really cutting* your damage claims.

Right at *the point of impact*... right behind the coupler, MARK 80 will do a bigger, better job of *stopping* overspeed shocks where they *start*. Center sills and freight cars are designed to operate this way; MARK 80 has the "beefed-up", built-in capacity to cope with the heavier shocks of today's traffic.

Specify the MARK 80 Friction Draft Gear. You'll see damage claims go *down*... car repair costs *reduced*, too!

For *standard* 24⅝ inch pockets, specify the Westinghouse Mark 40 (high capacity) Draft Gear... or Westinghouse NY-11-F Draft Gear.

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Has the Downswing Leveled Off?

Every available barometer indicates that 1960 passenger revenues have gotten off to a good start.

The passenger deficit, down in 1959 almost $200 million below peak 1957 figures, is continuing to drop. On plenty of roads, passengers again have been filling seats and queueing up at reservation windows. In general, passengers are acting like a rich source of revenue rather than of the deficit the figures show they still are.

Talking to passenger officers, you get the feeling there is a healthy degree of optimism in their plans for the future. In part, this grows out of the obvious signs that traffic increased in this year's first quarter. More important, it stems from signs that some passenger men interpret as indicating the business may shake off still more of the losses—branches, commuter, head-end—that eat away at the profits of money-making trains.

Weather in the first quarter of 1960 was bad for travel—and, passenger officers point out, when weather is bad, travelers will choose train service rather than private automobiles and the uncertainties of air travel.

A series of air crashes, some reported to have been caused by suicidal passengers, put back on trains a lot of people who hadn't been on them in years. A good Florida season drew heavy patronage from the wintry North, for railroads as well as other modes of travel. Economy travel plans could be—and were being—sold.

All these plus factors can vanish overnight, as passenger traffic salesmen are well aware. And even if the plus factors were to continue, the mere fact of increased demand for passenger service

(*Continued on page 16*)

Budd all-room coach revenue . . . high average

AND HOW PASSENGERS LOVE THEM!

"Compact, convenient, private."

"It is the finest thing on the railroad to date."

"Comfortable even for one over 200 lbs."

"I make the trip often and the price is right."

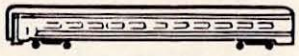
"Low fare, complete comfort."

"Will use the train more often."

"I like the privacy."

"Will definitely use again with my family."

"For dollar value, it's the greatest advance in safe, comfortable, convenient transportation since the first sleeping car."



Many thousands of budget travelers have shown—with cash across the ticket counter—that the Budd all-room coach sleeper is what they've been wanting! Operating as "Slumbercoaches" or "Sleepercoaches", these cars pay off in profitable new traffic on the Burlington "Denver Zephyr", the B&O "Columbian" and "National Limited", the Missouri Pacific "Texas Eagle", the New York Central "Twentieth Century-Commodore Vanderbilt" and "New England States", and the Northern Pacific "North Coast Limited". Occupancy rates have averaged better than 75%. Experience indicates revenues which will amortize cost of cars in *three years or less!*

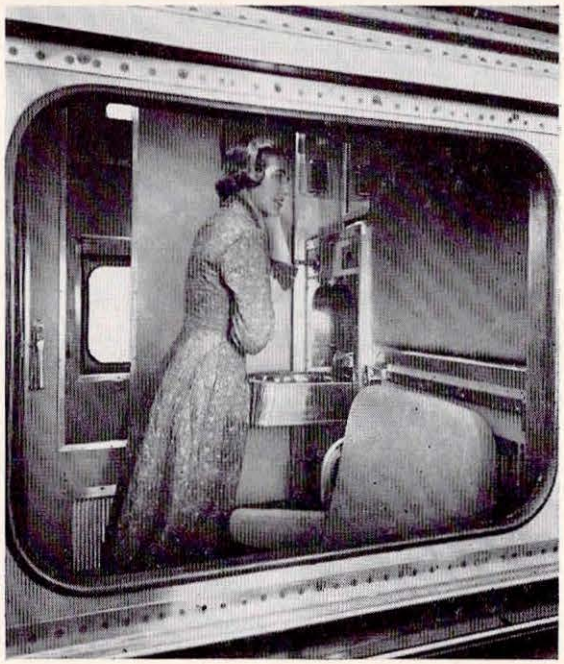
Budd all-room coach sleepers are a big inducement to economy-minded travelers, offering fully-equipped private accommodations at coach fares plus a small occupancy charge. All seats are window seats, beds are pre-made and easily operated, free and clear of the facilities at all times. Each car has 24 single rooms and 8 doubles.

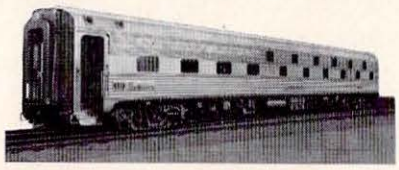
An attractive new Budd folder helps sell coach sleeper service to travelers. Promotional assistance by Budd can be provided if desired. For more details, please get in touch with your Budd representative . . . or write direct to Budd.

sleepers build new passenger occupancy pays for them quickly

IN DOUBLE ROOMS, two chairs beside the window let passengers ride in relaxed comfort. Each chair and berth has its own reading light. At night, pre-made beds with foam rubber mattresses fold down easily. Space is provided for luggage and for hanging clothes.

SINGLE ROOMS give complete privacy and convenience. All facilities are easy to reach, even when the bed is in place.

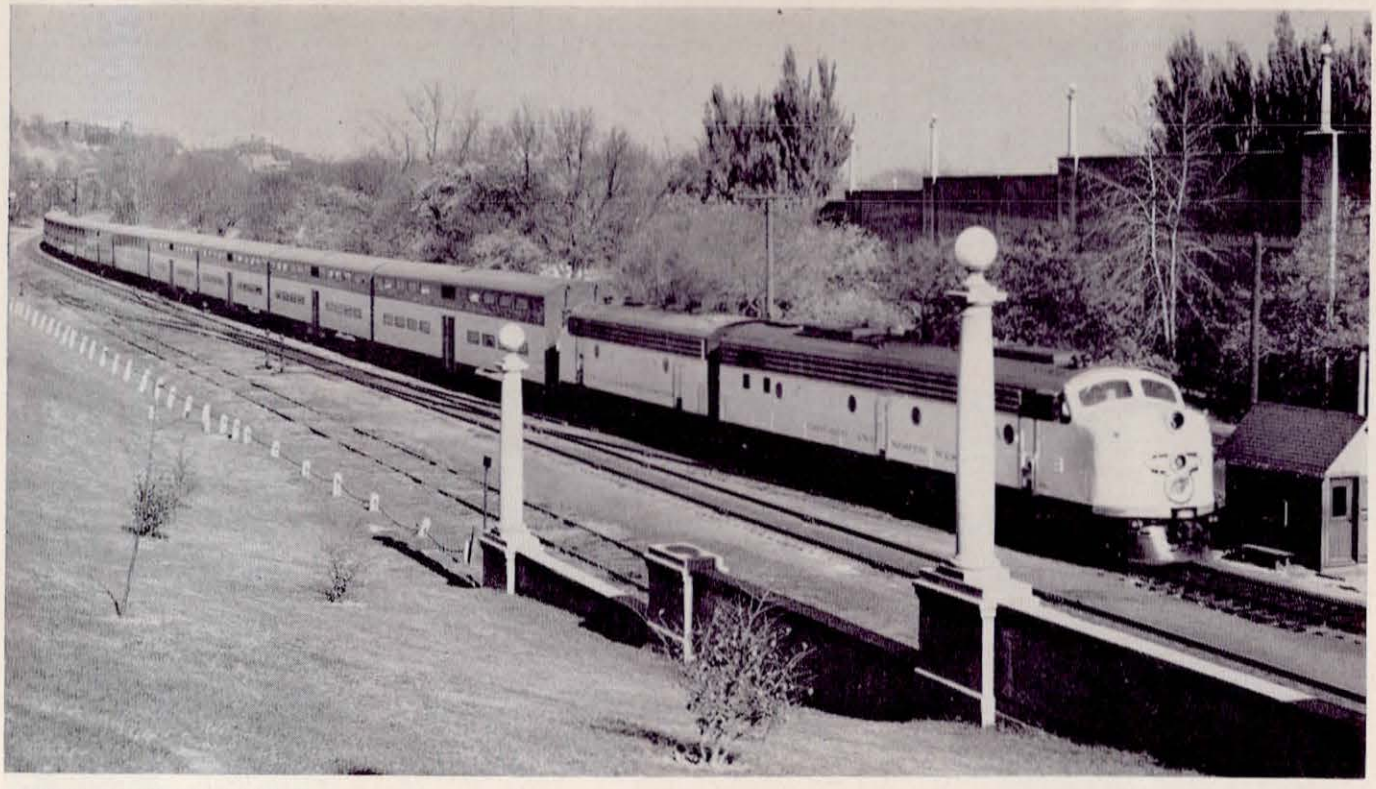




RAILWAY **Budd** DIVISION

THE BUDD COMPANY, PHILADELPHIA 15, PA.

Other Offices: New York, Chicago, Washington, D. C., San Francisco



C&NW BI-LEVEL "400's," now two years old, remain a good example of railroad-state cooperation for passengers' benefit. In return for permission to drop losing trains in Wisconsin, C&NW put new equipment into service.

HAS THE DOWNSWING LEVELED OFF? (*Continued from page 13*)

brings no automatic solution to passenger problems, any more than it automatically ends passenger deficits.

New York Central's vice president for passengers, E. C. Nickerson, put the continuing problem succinctly in talking to a Westchester County group last month:

"Suppose the New York Central were financially able to buy an entirely new passenger car fleet," he said, "to build new terminals, to install all the latest fads and fancies on our trains, serve free food, and advertise it all with millions of dollars annually. *We would be cutting our own throats.*"

Mr. Nickerson's point was that the present national transportation policy guarantees railroad competitors against passenger loss. This, in turn, means that railroad fares low enough to attract passengers force railroads to operate at a deficit. The point was documented by a recent Capital Airlines request for a $12 million federal subsidy.

"If the Central were to receive a subsidy on the same basis as the Capital Airlines proposal—22.5 cents per revenue plane mile," Mr. Nickerson continued, "we would receive $25,281,000, based on our 116,000,000 passenger car miles. That $25,281,000 is an interesting figure, since our 1959 passenger deficit was *only* $24,800,000. I don't hear anyone offering us 22.5 cents per revenue car mile, though. But I do hear considerable criticism that the railroads are 'deliberately trying to get out of the passenger business.'

"Is it difficult to understand," he asked, "that we are not trying to get out of the passenger business because we try to reduce our passenger service deficit? We simply *must* live on the income we earn."

Living on income—cutting costs and increasing revenues wherever possible—is very much on the mind in every railroad passenger department in 1960. And most roads, including Mr. Nickerson's, had a positive story to tell about some part of the business that was generating profits, even in the face of adverse circumstances.

On five roads, the big success story was Slumbercoach; on other roads it was something else, including reduced fare plans, abandonment of hopeless service, package tours, and incentive sales. All told, several aspects of the passenger picture could keep passenger men from a pessimistic acceptance of the gloomy end others have been predicting for passenger service.

What is the source of optimism? Chiefly, three things:

- *Mail, and particularly express,* in many instances have been acting like growth business. Figures for 1959 show mail and express revenues up; enough, in several cases, to more than offset a decline in revenue from passengers for the period. (See table below.) Where it has been possible to keep costs under control, no one has needed to apologize for head-end business.

- *Commuters,* whether urban, suburban or exurban, are finally getting recognition for what they are—a problem of the metropolitan areas rather than a problem exclusively of the area railroads. With this approach comes recognition that commuters are not an inseparable part of the passenger deficit. Some cities, like Chicago and Philadelphia (see page 20), appear to have the problem well in hand—either because conditions are favorable for railroads to operate suburban service with reasonable hopes of some return, or because the city, recognizing its responsibility for the unfavorable conditions it created, has begun making arrangements to contract with its railroads for the rail service it wants. Other cities are still studying the situation. But 1960 has given abundant indication it may be the year in which the commuter deficit is finally divorced from the long-haul passenger deficit, letting each stand alone to the benefit of both.

- *Positive programs, well promoted,* are proving that railroads can get new business, create new revenues and, on some services, make a profit even on a

fully allocated cost basis. A study of the positive side of the passenger business starts with a case history of Slumbercoaches on page 22.

Another sign of vitality in the passenger field is the continuing effort, both by passenger officers and outsiders, to find ways to use passenger facilities at a profit. For example, our page 9 story reports on progress to date in the proposal to run piggyback trailers on passenger trains.

New thinking on old questions is another vital sign, for an example of which see the Current Railroad Questions department in this issue. Our question this week is highly controversial: Should railroads pay additional commissions to travel agencies, and if they did, would the agencies secure new business for railroads? Some of the country's top passenger officers discuss the question pro and con, starting on page 33.

Summing up, passenger men are saying that the 1959-1960 results offer plenty of encouraging signs.

On this basis, what's ahead in the '60's?

- *Head-end operations* are likely to be operated increasingly as a separate account. Mail and express trains will run on the schedules best for them. Passenger service, where the market exists, will be operated on its most profitable schedules, which may not be the same as that most suitable for the patron with a four-cent stamp.
- *A big market* for urban and suburban passenger equipment is likely to develop as more and more cities take steps to solve their transportation crises by building (or contracting for) high-speed rail service as a preferable alternative to increased highway congestion.
- *Almost total abandonment* of unpatronized local or long-distance service is inevitable in the face of subsidized competition.
- *Coordination* of service, perhaps pooling of trains in areas with wasteful competition for a limited market, may result from some of the merger talks now under way.
- *Increasing use of outlying terminals*, perhaps with shuttle service over a suburban transit line, is a possible answer to high terminal costs.
- *Stripped of losses* from branch lines, unpatronized service, commuters and the rest, through passenger service between major population centers for the increasing number of people who want the benefits rail service provides will again have a good chance to pay its own way.

The Passenger Deficit and Passenger Revenues in 1959

U.S. railroads in 1959 reported passenger deficits of $543.8 million (for 42.1% of net railway operating income). Passenger deficits for 1958 were $610.4 million (44.5% of net railway operating income). Passenger losses in 1959 were 10.9% less than in 1958, and almost 25% lower than the 1957 record deficit of $724 million.

Passenger deficit figures, of course, show the interaction of two things: passenger revenues and costs.

A number of roads in 1959 were able to boost revenues from passengers, mail and express over 1958 results. Below are figures for 21 U.S. roads and 2 Canadian roads which are typical of roads with substantial passenger business. Figures, based on annual reports, show results on roads with revenues for passenger and allied service of over $20 million. Also included: roads whose 1959 revenue increase in this category was 10% or more.

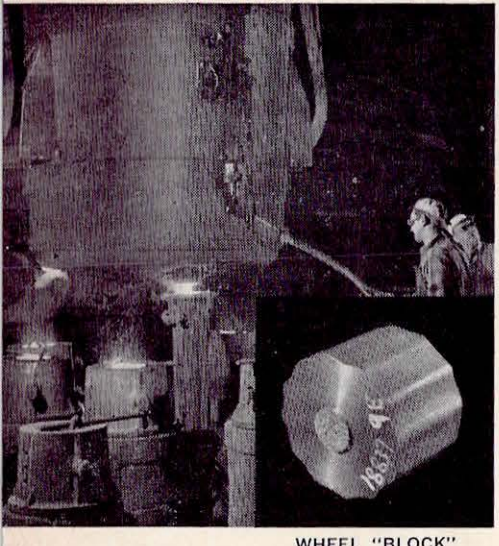
Cost figures for individual roads generally were not available. Deficit figures for the U.S. as a whole, and by districts, are included.

1959 Results (In Millions of Dollars)

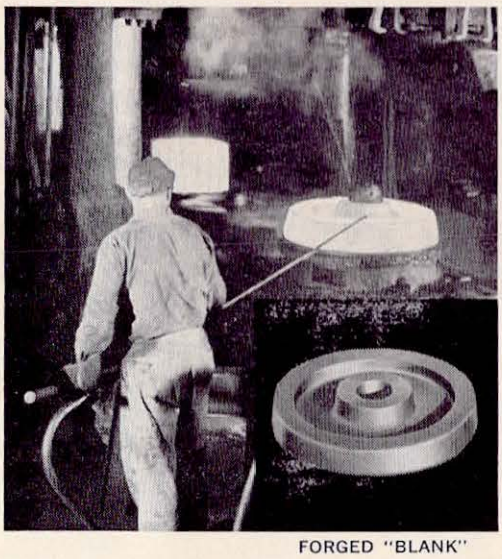
	Passenger			Mail			Express			Head-End Total			Passenger Deficit		
	1959	1958	% Change	1959	1958	% Change	1959	1958	% Change	1959	1958	% Change	1959	1958	% Change
U. S. Total	651.9	675.3	− 3.6	329.7	328.0	+ 0.5	117.1	91.3	+27.2	1,098.0	1,094.6	+ 0.3	543.8	610.4	−11.6
Eastern District (including Pocahontas)	355.9	378.0	− 5.9	145.9	152.3	− 4.2	44.5	32.2	+38.4	546.3	562.5	− 2.8	177.7	206.4	−13.8
Wabash	5.2	4.7	+ 9.6	3.0	2.7	+ 9.0	1.6	1.1	+50.2	9.8	8.5	+15.2			
Baltimore & Ohio	14.5	15.1	− 3.8	9.9	9.3	+ 5.8	2.6	1.8	+46.2	27.0	26.2	+ 3.2			
Long Island	54.3	52.8	+ 2.9	—	—	—	—	—	—	54.3	52.8	+ 2.9			
Pennsylvania	104.0	108.1	− 3.9	47.6	46.3	+ 2.8	13.7	9.8	+40.8	165.3	164.2	+ 0.6	37.7	44.4	−15.0
New York Central	69.7	78.3	−11.0	46.7	46.5	+ 0.3	11.7	8.5	+37.8	128.1	133.3	− 3.8	24.8	32.6	−23.8
New Haven	45.4	50.6	−10.9	8.8	7.9	+11.1	3.1	2.2	+40.0	57.3	60.7	− 5.7	9.2		
Southern Region	79.9	82.1	− 2.7	44.6	44.1	+ 1.1	19.7	14.7	+33.8	144.2	140.9	+ 2.3	78.5	92.2	−15.0
Illinois Central	22.3	21.3	+ 5.0	6.1	5.9	+ 3.4	3.2	2.3	+37.0	31.6	29.4	+ 7.5			
Seaboard Air Line	12.8	12.8	+ 0.5	6.1	5.9	+ 3.4	2.7	1.8	+43.6	21.6	20.5	+ 5.3			
Louisville & Nashville	8.5	8.8	− 3.9	7.7	7.8	− 1.6	3.8	3.0	+27.1	20.0	19.6	+ 2.0			
Atlantic Coast Line	14.2	15.1	− 6.0	4.7	4.7	− 0.5	3.2	2.6	+20.8	22.1	22.4	− 1.3			
Southern	10.5	11.6	− 9.7	11.2	11.1	+ 0.9	3.5	2.4	+47.1	25.2	25.1	+ 0.4			
Western District	215.4	215.0	+ 0.1	139.2	131.6	+ 5.8	51.8	44.3	+16.9	406.4	391.0	+ 3.9	287.6	311.9	− 7.8
Texas & Pacific	3.9	3.7	+ 5.9	3.7	3.3	+ 9.7	1.5	1.2	+26.1	9.1	8.2	+11.0			
Missouri Pacific	11.1	10.7	+ 4.0	11.6	10.9	+ 6.0	4.0	3.4	+17.2	26.7	25.0	+ 6.7			
Rock Island	16.8	16.6	+ 1.4	7.8	7.2	+ 8.8	3.5	2.7	+31.4	28.1	26.5	+ 5.9			
Santa Fe	39.5	39.5	+ 1.2	27.3	25.3	+ 8.1	10.7	8.5	+25.4	77.5	73.3	+ 5.7			
Milwaukee	15.3	14.5	+ 5.6	8.9	8.4	+ 5.4	3.2	3.0	+ 5.4	27.4	25.9	+ 5.7			
Burlington	20.7	20.3	+ 2.3	12.2	11.3	+ 8.5	3.6	3.0	+22.4	36.5	34.6	+ 5.5			
Union Pacific	27.9	27.9	−0.006	19.3	17.7	+ 8.9	5.3	4.7	+14.3	52.5	50.3	+ 4.3			
Great Northern	10.0	10.2	− 2.0	8.6	8.2	+ 4.9	2.2	1.7	+29.4	20.8	20.1	+ 3.5			
Southern Pacific	30.6	31.9	− 4.2	16.0	15.0	+ 6.6	7.3	6.1	+19.9	53.9	53.0	+ 1.7			
Chicago & North Western	18.9	18.2	+ 3.8	4.5	5.2	−12.7	3.6	4.0	−10.5	27.0	27.4	− 1.5			
Canadian National	40.2	41.5	− 3.2	19.2	10.2	+20.3	44.2	42.0	+ 5.2	96.6	93.7	+ 3.0			
Canadian Pacific	33.2	35.4	− 6.2	5.9	5.5	+ 6.9	9.0	8.9	+ 0.4	48.1	49.8	− 3.4			

why there is *more*

Edgewater rolled



WHEEL "BLOCK"



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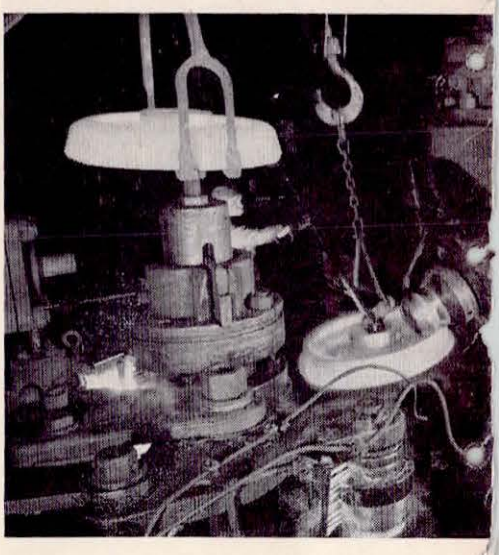
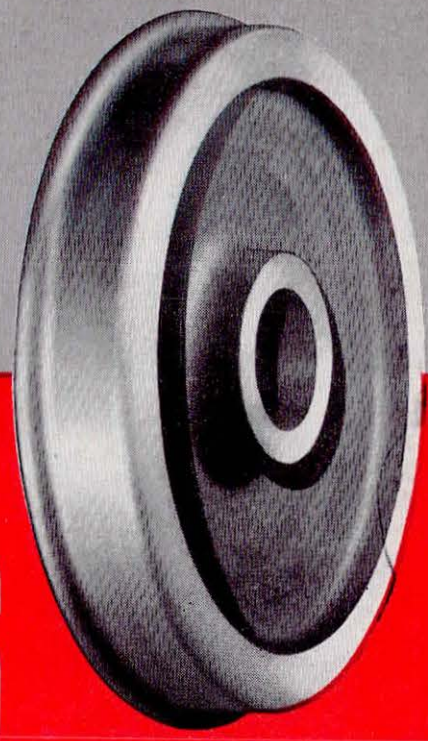


EXTRA MILEAGE starts with the steel, made in our own furnaces. Edgewater controls the properties of steel through advanced metallurgical practice. Bottom-poured ingots are sliced into "blocks" from which wheels are forged and rolled.

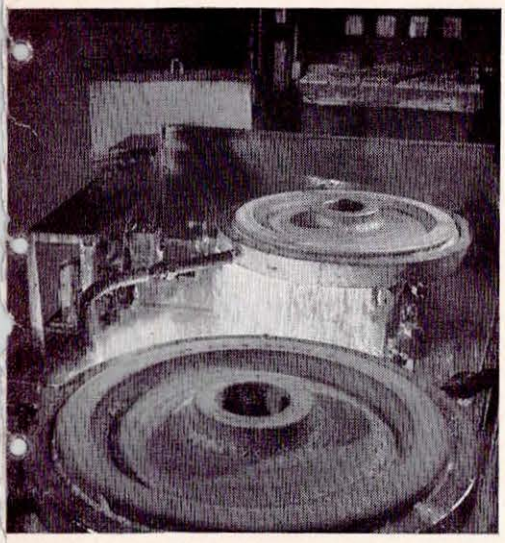
HOT FORGING produces a "wheel blank" (above) from a thoroughly heated block seen in the forging press at the rear. The forged blank is then transferred to the rolling mill for rolling to final size and shape. No intermediate heating is needed.

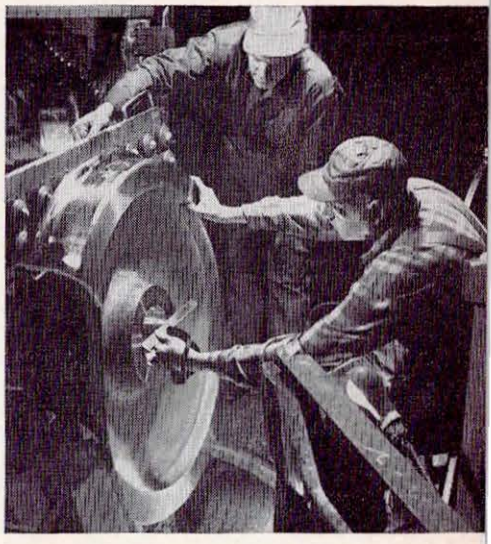
POWERFUL ROLLING MILL extends the rim and plate, and forms the flange by continuous rolling action. The homogeneous steel structure and refined circumferential grain thus developed produces wheels which have superior uniformity and strength.

mileage in



steel wheels





HEAT TREATING, with carefully controlled cooling, increases strength and ductility and hardens the wear surfaces. The process has been developed to give longer life under heavy loads and to resist damage from severe braking.

MACHINING, after heat treatment, is the last manufacturing operation before final inspection. Powerful, highly-automatic, precision wheel lathes guarantee the fine finish, uniformity and dimensional accuracy of Edgewater rolled steel wheels.

INSPECTION at all stages insures rigid quality control. Laboratory analysis, examination of blocks, and two separate surface and dimensional inspections guarantee specification requirements. Freedom from internal flaws is assured by ultra-sonic inspection at prescribed intervals.

Edgewater Steel Company

P. O. Box 478 · Pittsburgh 30, Pa.

Road Jams Spur New

There are signs that recent successful attacks on the commuter deficit will continue this year.

There is a general acceptance by metropolitan areas that the commuter problem is not exclusively a railroad problem. In many cities there appears to be a growing inclination to let railroads solve their problem, with city help and other help if necessary. Here, city by city, is what's happening.

Mayor Richardson Dilworth, of Philadelphia, says: "Every great urban area must have a heart. You can't just have a lot of suburbs sprawled out in search of a city." Mr. Dilworth has taken the lead in finding out how cities and railroads can work together to solve the suburban problem. The Passenger Service Improvement Corporation of Philadelphia was set up early this year as one result (RA, Jan. 25, p. 9).

Basically, PSICP is a non-profit corporation—representing the city, the railroads and railroad labor—which has power to contract with railroads for suburban service the city needs. In its first phases, PSICP is taking over "Operation Northwest" and "Operation Northeast," the city-sponsored experiments that demonstrated lower fares and improved service would bring passengers back to rail service even if they would not pay the railroads' costs.

Philadelphia has committed itself to provide funds needed for capital improvements which will eventually bring all rail lines within city limits under the non-profit corporation. The railroads will, when PSICP has assumed control of the entire commutation service, operate the lines in return for a fixed fee.

Guarantee Against Further Loss

At the start, the fee is to be based on a figure that will guarantee the railroads against additional loss, Mayor Dilworth says. The city, on its side, is getting under way with an improvement program including air conditioned cars, parking facilities and modernized stations. Eventually, the fees are expected to fully cover the cost of the service to the railroads. The long range goal is to unite the entire Philadelphia mass transportation system, including subways, buses, elevated trains and commuter railroads, into one unified system.

Boston was the first of the country's major commuting cities to face a transportation crisis (when the New Haven's Old Colony branch suspended service in July 1958 and was revived for a year under state subsidy, only to suspend again last summer). The city is still very much entangled in its transportation problem.

There are several plans under way to restore rail service to former Old Colony towns on the South Shore. Among them are proposals by a private group to operate RDC cars on Old Colony track and—more promising at the moment, perhaps since it has some legislative backing—a plan to establish a South Shore Transit Authority similar to Boston's Metropolitan Transit Authority, which runs city subway and surface lines.

MTA, which last summer took over a former Boston & Albany route, the Highland Branch, has had less success with it than early results anticipated. The line has remained a deficit operation, and there have been some complaints by patrons about the quality of ride given by the streetcar-type MU service.

The Boston & Albany, which is in the process of abandoning its commuter service, has a group of patrons in towns west of Boston who have proposed various solutions similar to those suggested for the South Shore.

Boston & Maine, the third of Boston's lines, appears, on the other hand, to have its commuter problem well in hand. In full page ads in on-line newspapers, B&M has been telling its riders it is the "commuter railroad that loves commuters." By way of proof, B&M put 50 new trains in commuter service last month (RA, April 25, p. 7).

In Chicago, private enterprise is making a sparkling record in providing improved rail suburban service. The Chicago & North Western, which showed a small profit on commuters in 1959, has 116 new double-deck push-pull cab cars and trailers on order. The equipment will cost about $21,000,000. The Milwaukee is ready to start a three-year complete suburban modernization program ($13,125,000 for 75 double-deckers) provided it can boost fares to levels sufficient to support the program.

The Burlington, well on the way toward a double-deck fleet, now operates both bi-levels and standard coaches—all air-conditioned. Illinois Central, with older but extremely well-maintained equipment, is up with the leaders in providing fast and frequent service. Last year the IC cut its suburban deficit to more manageable proportions. Rock Island, with a mixture of older and more modern equipment, has three of the so-called "lightweights" heading its fleet (two Aerotrains and the Talgo Jet

CLEVELAND'S Union Terminal is the hub of four rail lines and two transit lines: Cleveland Transit System (foreground track at left) and Shaker Heights RT (background). CTS uses former railroad right of way.

Rocket. Commuter reaction has been gratifying. Recent fare increases (CB&Q and C&NW) have been approved, with little more than token opposition.

New York state railroads, which got a commuter relief program from Governor Rockefeller and the state legislature last year, are getting some tax relief under the program (RA, March 23, 1959, p. 9), but, so far at least, not the new equipment which, under the program, is to be financed by the Port of New York Authority.

The New Haven, which has announced a "countdown for commuters in the New York area" is under way (RA, Jan. 11, p. 9), has received, as requested, a 10% fare increase. This month it got another big boost toward its goal—a report by Connecticut's Public Utilities Commission calling on federal and state governments to take action to help the road.

On the state level, the commission suggested joint action by New York, Connecticut, Massachusetts and Rhode Island to lower the road's taxes. It also recommended that a study be made on the possibility of setting up an interstate authority to contract with the New Haven to provide commuter service.

In New Jersey, meanwhile, Governor Meyner's plan for contract service to keep trains running on nine commuter roads until a permanent solution could be found (RA, April 11, p. 36) is proceeding on plan. The latest proposal by the state to find funds for the $6,000,000 scheduled in contract payments calls for an income tax on commuters. Because of a reciprocity agreement between New Jersey and New York, Governor Meyner says the tax would come from funds now being paid in New York State income taxes.

The San Francisco Bay Area Rapid Transit District was scheduled to receive the first report on over-all transit studies to its board of directors May 12. From this report, the board is expected to make recommendations for installation of a new, multi-million dollar mass transit system. Engineering studies are proceeding on schedule—but an "ambiguity" in the law covering the district's operations may force postponement of the public vote on any proposal until November 1961.

Los Angeles Report in June

Los Angeles is expecting a report in June on engineering studies begun last fall to determine where routes should go within corridors pointed to in earlier origin and destination studies. The Los Angeles Metropolitan Transit Authority also expects to learn what system is best for its four-county area, and how much it will cost. Los Angeles and San Francisco are maintaining close liaison. It is believed the two cities may come up with proposals for similar systems.

A transportation plan for Washington, D.C., prepared by the National Capital Planning Commission and the National Capital Regional Planning Council is under consideration. As submitted, it calls for combined rail and bus facilities as an alterantive to extensive superhighways.

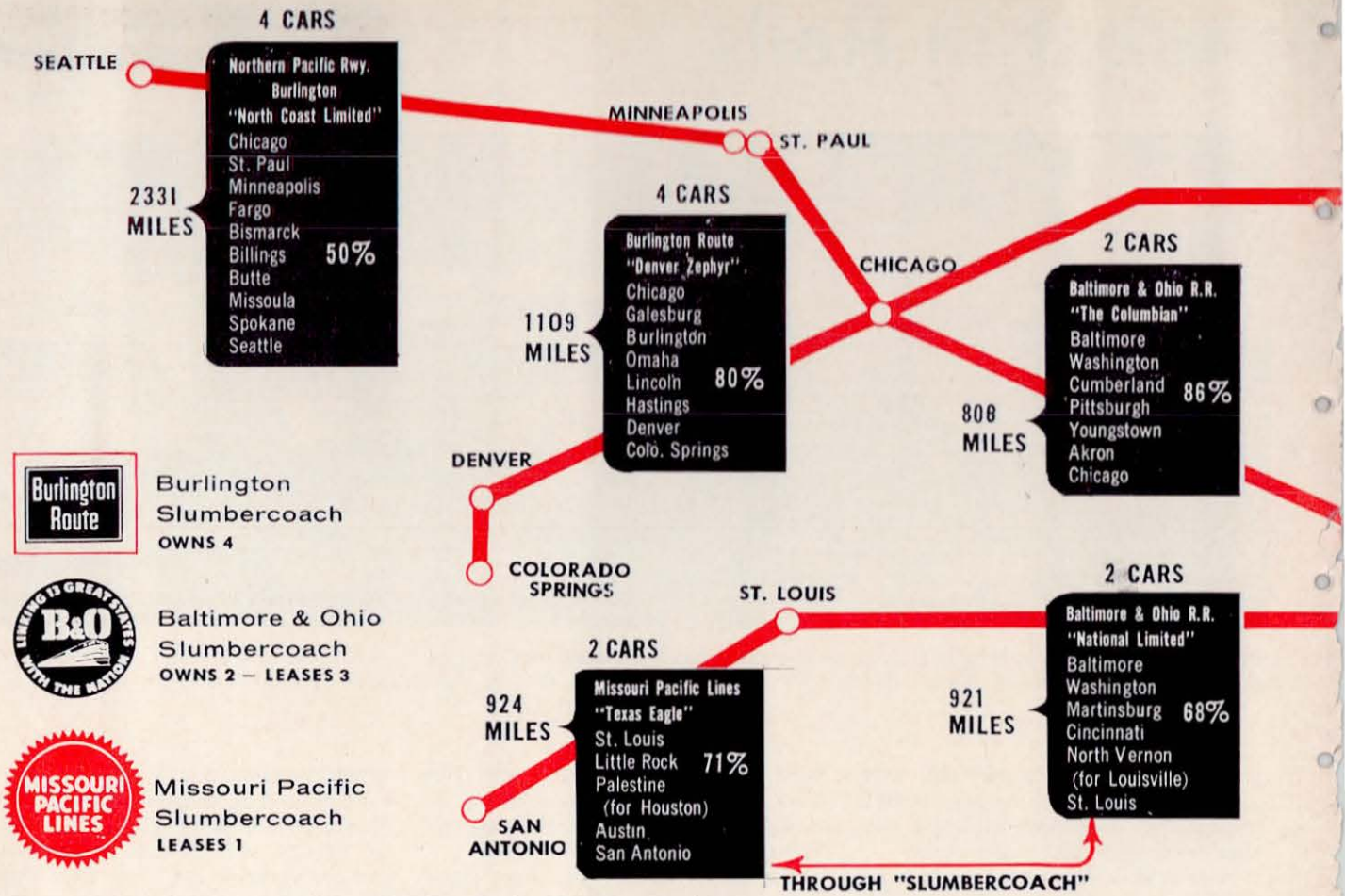
Plans for a monorail in Seattle, which hinged on the city's Century 21 exposition, have been abandoned because the shortened exposition (6 months instead of 18) presumably will not generate enough traffic to pay costs (RA, April 25, p. 60).

The Atlanta, Ga., Metropolitan Planning Commission, in a recent report on expressway policy, concluded: "An auto-dominant expressway system will never be able to carry radial loads adequately during rush hours, even with maximum possible use of expressway buses. Drastic transit innovations, such as exclusive right-of-way rapid transit will be absolutely essential."

The Buffalo [N.Y.] Redevelopment Foundation, Inc., has urged the city to investigate possible means of creating a new rapid transit system. The report criticized lack of progress in the mass transportation field in the city. At the same time, it praised Buffalo's urban renewal program.

New Orleans has under serious consideration plans for developing some form of rail rapid transit from the downtown Union Station area to outlying sections of the city, according to City Councilman James E. Fitzmorris.

Milwaukee's Mayor Frank Zeidler has proposed establishment of a bi-state authority by Wisconsin and Illinois to buy and operate the Chicago North Shore & Milwaukee, which last winter filed application for abandonment. Meanwhile, commuters on the line have asked the Interstate Commerce Commission and Illinois Commerce Commission to approve a $550,000 fare boost (RA, April 25, p. 60).



THE SLUMBERCOACH SUCCESS STORY: Who's using it and where.

Which New Ideas Are Paying

• Slumbercoaches are bringing new business into trains.
• Passenger cars on order for urban and suburban transit keep plants going.
• Creative rates produce volume that spurs revenue climb.
• Package plans and excursions are filling empty cars.

Slumbercoaches are racking up impressive earnings for the five railroads that own or lease them.

The 18 cars operate on seven routes to 41 key cities. Although the coach sleepers are in widely different kinds of service over routes that differ considerably in length, all of them get a good report from their operators.

For a first-hand look at the Slumbercoach story, Railway Age rode the cars and talked to customers, then went to the railroads to find out how Budd's coach sleeper idea is doing now that it is no longer an experiment but an accomplished fact from coast to coast.

Here's what the passengers say about Slumbercoach:

A lady making her third trip in a 12-month period: "On the other trips, I took a plane once and a roomette the other time. The plane schedules were uncertain, so I usually went by train. When the station agent suggested Slumbercoach, I thought I would try it, and I'm glad I did. It's a wonderful price—the best part of it."

A Marine Corps staff sergeant: "The government grants me a travel allowance and I can use the money any way I want. I usually go by airline, but I like this service even though the bed is small for a man as large as I am. I'll be using the service again for overnight, short distances."

A businessman: "I heard about the service through a business associate. I'll be using it again, especially when the family is along, and I'll probably be taking them more often."

A housewife: "I only travel about once a year, but a lot of my friends make this trip quite often. I can't wait to get home and tell them about the Slumbercoach."

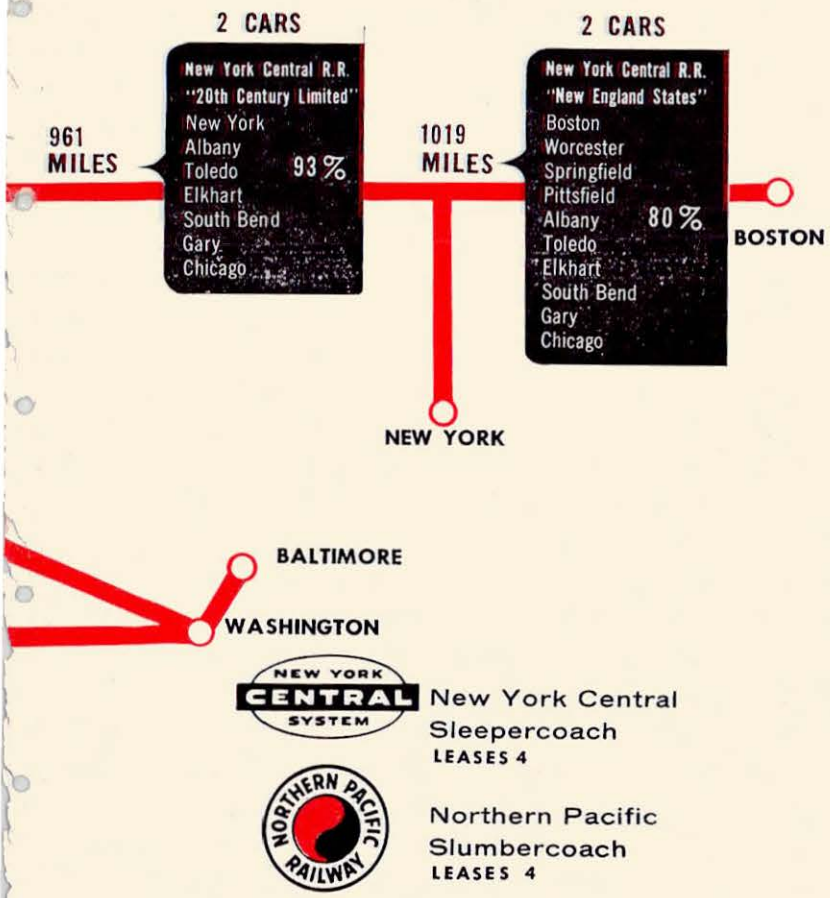
A retired dentist: "I like the privacy. You can take a nap when you want to, just like at home. Before, I usually went in a coach seat, but from now on, I'm going this way."

A lady who travels for a service agency: "My husband's firm's travel agent recommended the Sleepercoach. My husband will be coming along in two weeks and I'll recommend it to him."

A salesman: "I make this trip about once a month, and this is my second trip in the Sleepercoach. I'd prefer a roomette except for cost, but I like this cost."

Slumbercoach crews made the following comments:

Porter on the "National Limited," "Texas Eagle": "Sure I like Slumbercoach. I've got 31 years service and I could have a run to New York or Chicago if I wanted it. I like this bet-



Off Now?

ter. You get a lot more people and they're all happy about the service."

Dining car steward: "There's no question about the Slumbercoach helping business in the diner. It puts a lot more people on the train. We're filling every table several times during a meal."

Pullman conductor: "Some of the business we get from the regular coaches. If we have a space in the Slumbercoach, we show the coach passengers through the car. Often, they'll buy space on the spot. I've had people take space this way and then show up with a reservation on another trip a month or so later."

Train conductor: "I'm glad to see the Slumbercoach because it is bringing new life to the train. It proves there's still life in the passenger business."

Railroads like the passenger-satisfying Slumbercoach because the cars mean good business. For example:

Burlington: Occupancy is averaging 80% plus, based on 39-bed capacity for the four CB&Q cars. In 1959, cars averaged 33.7 passengers per car trip, up from 33.6 in 1958.

The Burlington says preliminary studies indicated 50% occupancy would be more than enough to cover out-of-pocket costs of its cars, all of which it owns outright, and it thinks the figure is still accurate. The road says it has had no operational problems with the cars, aside from the normal, slight extra costs of such things as maintaining additional toilets and providing extra linen, which are insignificant in the total cost of the cars.

Burlington, incidentally, performs a neat operational trick to make one of its cars available to add to the Northern Pacific's four to provide the five needed for Chicago-Seattle service on the "North Coast Limited." When the "Denver Zephyr" arrives in Chicago in the morning, one of its cars is pulled off, serviced and made ready to leave on the "North Coast Limited" a few hours later. When the eastbound "North Coast" arrives a short time later, its Slumbercoach comes off to go on the westbound "Denver Zephyr" departing in the afternoon. It sounds like a juggling trick, but the two roads operate five cars in "North Coast" service and four in "Denver Zephyr" service with a total of only eight cars.

Baltimore & Ohio: Second road to use Slumbercoach, the B&O owns two outright and leases three. One of its cars is in turn rented to the Missouri Pacific to make possible the through Baltimore-San Antonio service.

Much of the Business Is New

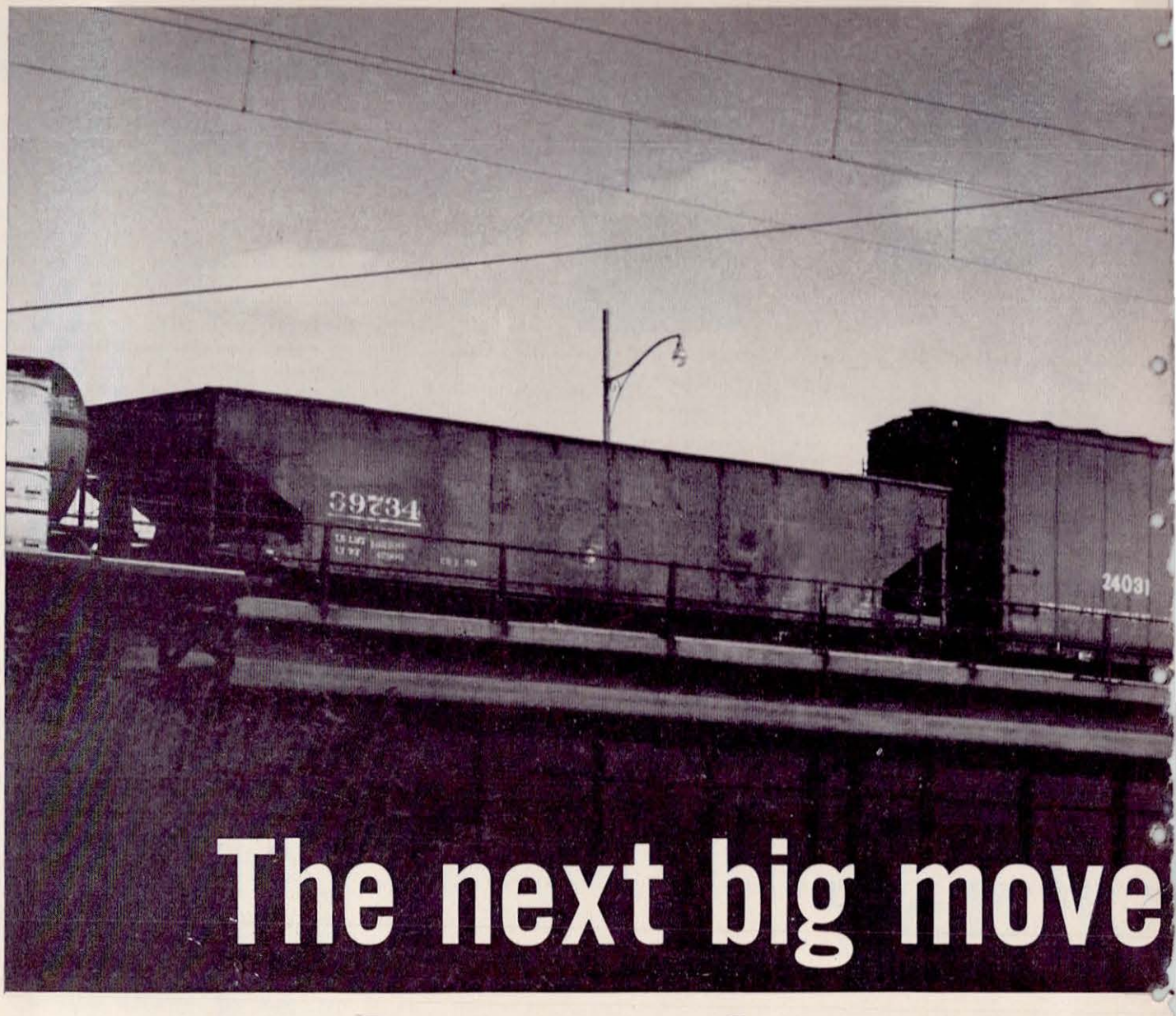
B&O has been well pleased with Slumbercoach from its first few days. Its figures show that 48.7% of the people who use it would have taken other, non-rail transportation if the Slumbercoach had not been available. "This is new business," says B&O's general passenger agent, E.H. Riecks. "There's no question about it." Cumulative occupancy figures for the Baltimore-Chicago service on the "Columbian" show 87% occupancy westbound, 85% eastbound for its two years of operation. Baltimore-St. Louis service, which began a year ago on the "National Limited," shows a cumulative occupancy figure of 68%, but because of the higher coach fares and space charges, both routes earn about the same amount, which adds up to a good profit, the B&O says.

Taken with the B&O's reduced coach fare plan and aggressive promotion of all passenger services, the Slumbercoaches have helped the road boost passenger revenue while cutting its passenger losses, B&O says in summing up its Slumbercoach results.

Missouri Pacific: Slumbercoach service on the "Texas Eagle" between St. Louis-San Antonio (and through to Baltimore in conjunction with the B&O) has been available only since last fall. The MoPac reports an occupancy figure of 71%. Through passengers between Baltimore and San Antonio have averaged only three or four a trip, but since the car fills up again as it leaves St. Louis in both directions, both roads are satisfied to continue the through service for the few passengers who use it.

When asked to compare Slumbercoach with its Thrift-T-Sleeper service on the "Colorado Eagle" between St. Louis and Denver, MP General Passenger Traffic Manager R.J. McDermott comments that both services are bring-

(*Continued on page 28*)



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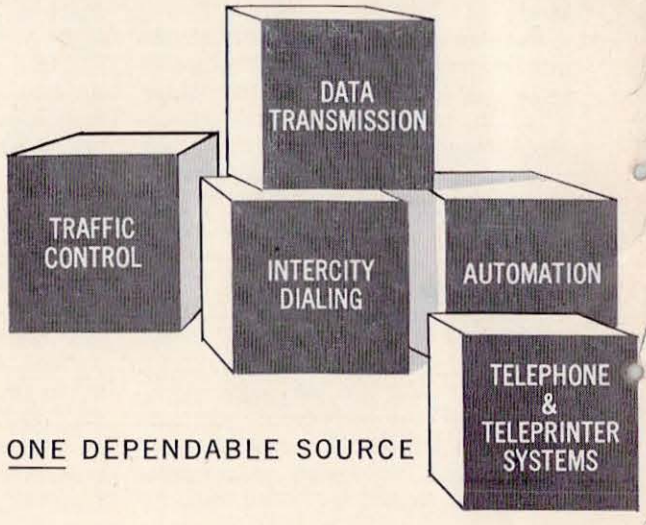

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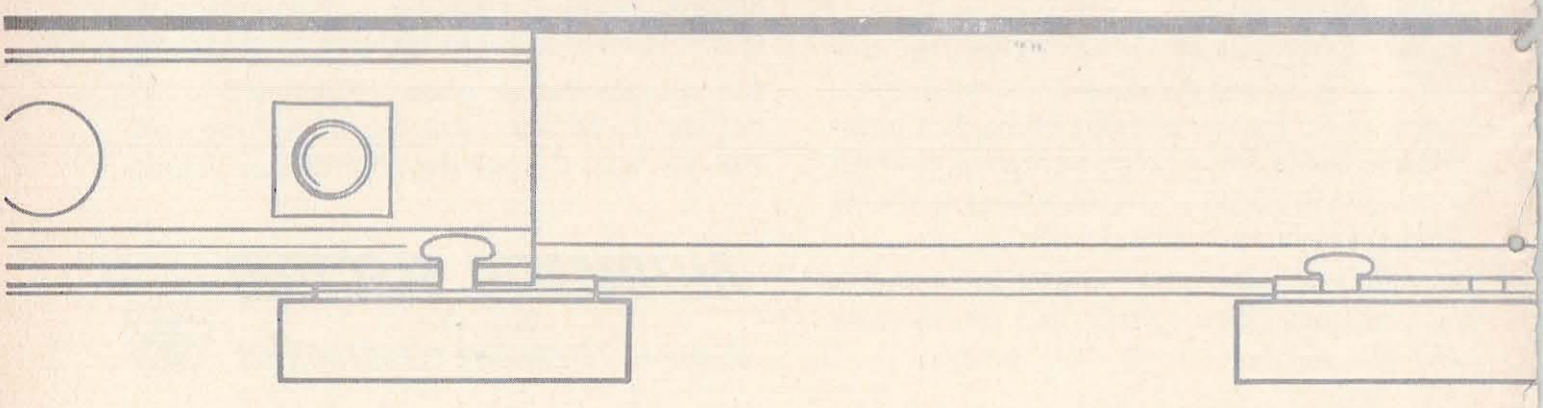

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ing in good returns. Slumbercoach, he says, is probably generating more new business because of its novelty, and the fact that it offers a private room rather than a Pullman section bed. On the other hand, Mr. McDermott points out that it is a fairly simple matter to adjust space available and demand for the Thrift-T-Sleeper by adding additional cars. The Slumbercoach presents a constant number of spaces to be sold on every trip. MP leases one car from Budd, rents the other from B&O.

New York Central: Loadings have been better than anticipated even taking into account the fact that one of the cars on the "New England States" between Chicago and Boston has been out of service for repairs because of a freak collision that involved two of the Central's four leased cars. On the "Twentieth Century" between New York and Chicago, Sleepercoaches (as the Central calls its cars) have chalked up an occupancy figure of 93% overall. Latest available figures (first week in April) show 97.4% occupancy.

Asked if the cars are profitable, a Central spokesman reports: "It is a profitable operation. On a fully allocated basis, throwing in every conceivable expense, we're making a profit on the cars." (For its four cars, which are leased, Central figures that 70% occupancy is more than enough to break even on an above-the-rail basis.

Central's Sleepercoach passengers are two-thirds personal travel, only one-third business, a questionnaire survey indicates. Women outnumber men 54 to 46. Traffic sources: regular coach, 39%; regular sleeper, 24%; highway, 3%; plane, 30%; other railroads, 3% according to the survey results. NYC's passenger department thinks the figures are representative, except that they probably exaggerate diversion from conventional sleeper and underestimate diversion from coach.

Northern Pacific: Various factors—the relatively short time the cars have been in service, the interline nature of the operation, and the fact that the months the cars have been in service are traditionally light months for travel in the Northwest—make the NP reluctant to hand down a verdict now on Slumbercoach performance. Dependable revenue and cost figures are not yet available for the four it leases.

Since the service began last December 1, NP Slumbercoach has averaged 38 passengers per car trip, including considerable overnight traffic on the two-night run. The average constant

(Continued on page 32)

Can Your Railroad Use These Slumbercoach Profits?

There are 18 Slumbercoaches in service today, operating on 5 railroads and covering seven routes. At their present occupancy rates, in the course of a year, the cars are handling more than 180,000 passengers. Here's the balance sheet for an average car:

Revenue

Slumbercoaches operate on coach fares, which range from $0.022 to $0.032 per passenger-mile in this service. Space charges vary from approximately $0.006 to $0.008 per passenger-mile in the different services. Taking $0.007 as a standard charge, the Slumbercoach revenue per passenger-mile will range from $0.029 to $0.039.

Occupancy

Burlington Lines, which has had most experience with Slumbercoach, reports that cumulative over-all occupancy is better than 80%. The Baltimore & Ohio, which, with its "Columbian," has the second longest Slumbercoach seniority, reports a cumulative occupancy figure of 86%. Other services have since gone into effect on a second B&O route, the Missouri Pacific, two New York Central routes, and the Northern Pacific. Occupancy figures for these range from 50% to 93%.

Revenue Per Car-Mile

Occupancy	800 miles	900 miles	1,000 miles	1,100 miles
50	$456-$594	$513-$684	$570-$760	$622-$826
70	$632-$848	$711-$954	$790-$1,060	$869-$1,166
75	$680-$912	$765-$1,026	$850-$1,140	$935-$1,254
80 (Average)	$720-$976	$810-$1,098	$900-$1,220	$990-$1,342
85	$774-$1,032	$864-$1,161	$960-$1,290	$1,056-$1,419
90	$808-$1,088	$909-$1,224	$1,010-$1,360	$1,111-$1,496
93	$840-$1,128	$945-$1,269	$1,050-$1,410	$1,155-$1,551

At 50% occupancy, revenue per car mile should fall between $0.57 and $0.76, based on revenues per passenger mile of $0.029 and $0.039, respectively. At 70% occupancy, the revenue range is $0.79-$1.06; at 75%, $0.85-$1.14; at 80%, $0.90-$1.22; at 85%, $0.96-$1.29; at 90%, $1.01-$1.36, and at 93%, the revenue range will be $1.05 to $1.41 per car mile.

Cost Per Trip

Burlington figured originally that the out-of-pocket break-even point would come with 50% occupancy, and says it thinks the figure is still good.

Fully allocated costs for any individual passenger operation are available only as estimates. From the best figures Railway Age can gather, $0.80 per mile seems to be a generous figure for operating a standard coach in passenger service between two large terminals. That should cover all costs against the car.

Add an additional $0.10 per mile to cover Slumbercoach housekeeping and maintenance, and you come up with an average total cost of $0.90 per car mile.

On this basis, car expenses for each distance are:

800 miles	$720
900 miles	$810
1000 miles	$900
1100 miles	$990

Conclusions

Substitute your situation in the appropriate place in the figures above.

If your revenues and expenses are average, Slumbercoach could earn as much as $320 per day on a 1,000 mile run with 80% occupancy, a coach revenue of $0.32 per passenger miles and a space revenue of $0.007 per passenger mile—which figures out to annual earnings of $116,800, or a return of 44% on the $265,000 purchase cost of a new car. The actual return could be higher than indicated, because the cost figures above are figured on costs of leasing the cars.

At an average revenue per passenger-mile of $0.029 and an average full-cost of $0.90 per car-mile, the profit range starts with 80% occupancy. At revenues of $0.039, profits start at 60% occupancy.

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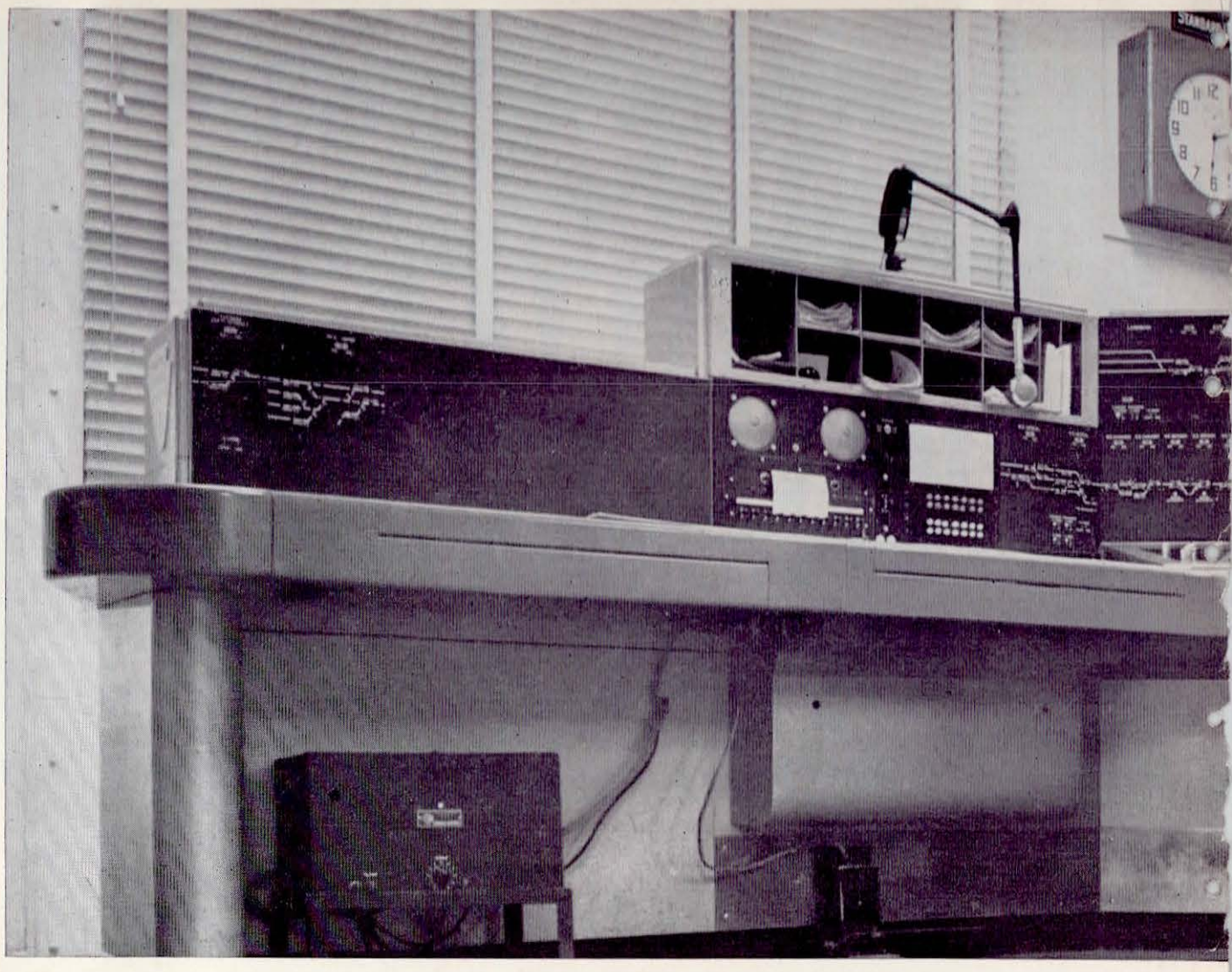
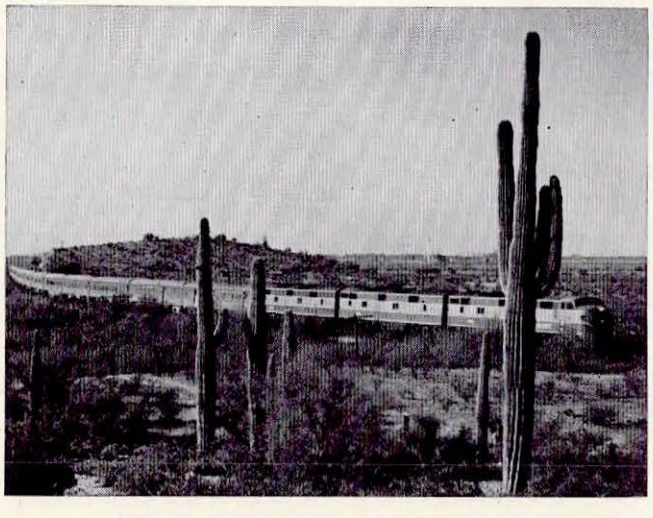
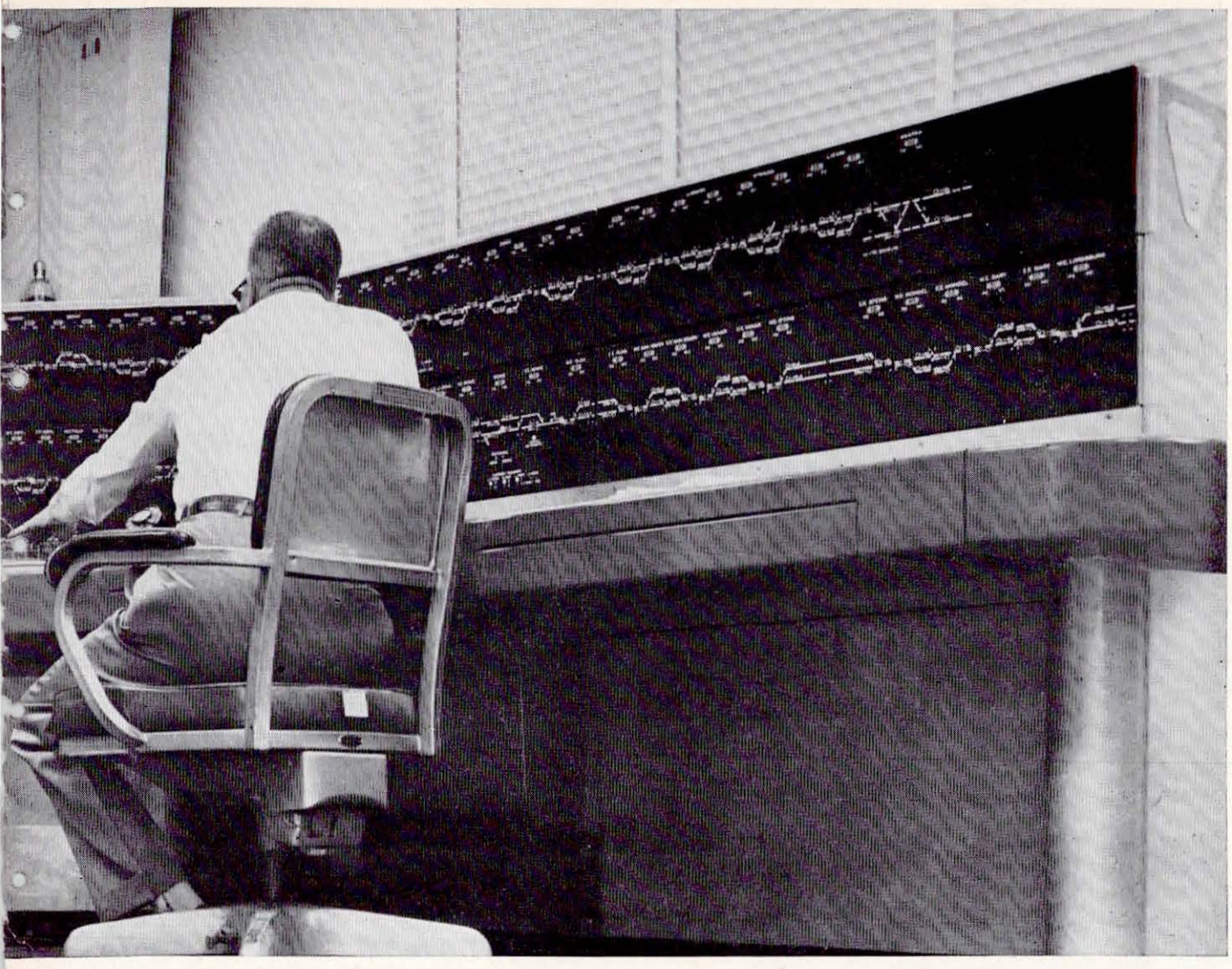


Southern Pacific expands for finger-tip control



A Union TCC Traffic Control Center handling 125 miles of CTC territory between Mescal, Arizona and Lordsburg, New Mexico, on Southern Pacific's Tucson Division has been expanded by the addition of a second tier. As a result, the 15-foot-long, double-tiered unit now controls 265 miles of track from Mescal to Anapra, New Mexico. Quite a jump.

Before expanding its CTC here, Southern Pacific extended all sidings to a minimum of 9,000 feet. Yard tracks at Tucson were also lengthened. "This was a result of our operational studies," SP says. "We wanted additional trackage and remote-controlled signals and switches so that freight trains could make running meets without slowing to less than 25 miles per hour."



Union Traffic Control Center of 265 miles of single track

In all, the 265 miles of trackage has 31 controlled sidings tied into the CTC system. "The extended sidings have already made a big difference in train movements," SP reports. "Now, the over-all reduction in running time has improved the utilization of motive power and saved many car days."

Southern Pacific also credits CTC as an important factor in slicing a day from its eastbound transcontinental perishable freight schedules, with important improvements in movement of westbound traffic. Train orders aren't needed for each and every move. For instance, Southern Pacific has had as many as 16 trains moving at one time on the Union Traffic Control Center, and 34 trains in a twenty-four hour period. What does the Southern Pacific think about the future of CTC? *Installation has already started on 254 additional miles of CTC west of Tucson to Yuma.* When completed, this will expand the Southern Pacific System's total CTC territory to 2,183.5 miles.

CTC is the *practical* way for railroads to expand operations while reducing operating costs. Contact Union Switch & Signal for the latest facts on traffic control and classification yard systems.

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load factor between Chicago and Seattle has totaled slightly more than 50% occupancy of saleable beds.

The Northern Pacific points out: "Revenues for the six-month period now beginning normally produce almost 50% more revenue than the similar period just past."

"From this it seems apparent that [the road] can expect near-capacity loads six months of the year and just about enough Pullman revenue to pay operating costs the balance of the year —without touching the additional rail revenue that these cars are known to be producing (more than 30% of Slumbercoach rail revenue is new business, according to answers to questionnaires).

As for the outlook generally, NP thinks "Slumbercoaches are responsible for [its] 1960 passenger revenues being above last year, which, in turn, represented an increase over the similar period in 1958."

895 Passenger Cars on Order

As of May 1, U.S. car builders had 895 passenger cars on the books. Of them, 294 were for Class I railroads and 601 were for transit service. The most recent passenger-car order was Union Pacific's for 20 44-seat, leg-rest, reclining seat coaches from Budd Co. (RA, Mar. 7, p. 35). Milwaukee has announced plans to buy 75 new double deck suburban cars, but orders have not been placed.

Of the 294 railroad cars on order, six are postal and 139 are baggage express. C&NW's new double-deck cars for suburban service account for 116 units. The remaining 33, all for the Union Pacific, are the reclining seat coaches mentioned above and the balance of 13 coaches of an order placed with St. Louis Car Co. in August 1958.

Union Pacific says its 20 new cars will serve as replacements for older equipment which has been retired. Coaches will be assigned to the road's streamliner and domeliner fleet.

"We are trying," says the UP, "to keep our plant modern and attractive to the traveling public and will continue to promote our passenger service and the scenic areas we serve."

Santa Fe is embarking on a passenger car modernization program, principally to increase its fleet of lightweight chair cars. The work involves conversion of 22 cars (18 sleeping cars, two observation-chair cars and two parlor-observation cars). Company shops at Topeka, Kan.; San Bernardino, Calif.; and Cleburne, Tex., are working toward a scheduled June 1 completion date.

Aim of the program is to help fill demand for lightweight equipment during peak periods—for example, the Christmas holiday season and the summer months, when a heavy volume of tour business requires assignment of extra chair cars.

In addition, Santa Fe has programmed installation of disc brakes, decelostat anti-wheel slide devices and roller bearings on a number of passenger units.

Missouri Pacific shops are rehabilitating eight streamlined coaches purchased from the Maine Central. Two of the units, now combination baggage-coaches, will be converted to grill-car-coaches. Three cars will be ready for service in June.

Effective May 25, the MP will place in effect a student rate applying to three or more persons (not necessarily students) traveling together. Rates will be 75% of the regular round-trip rate, and tickets will bear a five-month time limit.

There are many signs of vitality in the passenger field—some major programs, some smaller. All are aimed at making it easier for individual passenger departments to live within their incomes. Below are some of the highlights of current passenger promotional thinking.

Downward Trend Reversed

The Long Island reports that for the first time since 1953 it has succeeded in reversing the trend toward fewer and fewer passengers. The reason, says the Long Island, was an "intensified sales effort, operating against a backdrop of a greatly improved railroad and a greatly improved public opinion of the railroad."

The increase was small (0.44%) but, the Long Island thinks, significant.

Group and tour business, which continued to boom, almost doubled in the course of a year. Sales of parlor car seats to and from eastern Long Island also doubled, the road reports.

The Seaboard Air Line, still tabulating the record volume of winter travel to Florida (up 20% in the first four months of 1960), announced this month reduced Florida fares and a special "package vacation" arrangement to be effective until November 15. Seaboard, which points out that Florida hotel rates drop to a fraction of their wintertime levels in this season, has added to the bargain package by large reductions in 30-day round-trip fares, applicable to both coach and Pullman service. "This year, for the first time," says General Passenger Traffic Manager J.R. Getty, "Seaboard will have reduced round-trip coach and Pullman fares to Atlanta and Birmingham from northern cities, effective June 1 to Nov. 30."

The Southern is offering family fare plans for the first time, effective June 1 (RA, April 25, p. 60). Applicable to both first class and coach service, the fares will apply between points 100 miles or more apart. Daily round trip individual fares are being reduced at the same time.

Package Plans and Excursions

If a passenger is in one part of the country and wants to go to another part and return just for the fun of it, chances are he can find a railroad that will take him, if he can find some like-minded people to go along.

Tours include such varied attractions as Missouri Pacific's "Diamond Mine Special" (which took passengers via the Wabash from Detroit to Arkansas and let them dig for diamonds without guaranteeing that they would find any), various specials to ball games, horse races, theatres and historic sites. One tour of 640 people originated on the Santa Fe last fall and covered 27 states before returning home. Santa Fe's fee was reported to be $250,000.

A new development in excursions, at least so far as railroad sponsorship is concerned, is the railfan trip behind steam locomotives. The Reading in the east, and the Burlington out of Chicago, have been taking advantage of the steam power available on their rosters to run several such trips.

Fans Like Old-Time Equipment

Burlington, for example, has a "Way Freight Excursion" coming up May 21 from Aurora to Oregon, Illinois. Equipment billed includes a coal-burning Mikado locomotive, an open gondola, and a lunch counter car, as well as the usual way-freight consist.

The Reading, which has been getting a good deal of mileage out of 4-8-4 No. 2124 since resurrecting it last fall, has run three excursions this spring on top of three last fall. Each has drawn a capacity crowd of close to 1,000 paying passengers. Two more Reading trips are scheduled for June 18 and July 17. The Reading will make No. 2124 available to the Lehigh & Hudson River for an excursion the L&HR is planning for Saturday, June 4.

Should RRs Pay Travel Agents?

Our correspondent who raised today's question admitted that it is controversial. Some railroad men, he points out, feel that the present Rail Travel Promotion Agency plans offer travel agencies adequate compensation for any new business they generate, and that a 5%-10% commission for ordinary rail travel would be wasted, because the business can be handled by existing railroad staffs. On the other side, our correspondent quotes Max Allen, president of the American Society of Travel Agents, who told a recent meeting of railroad passenger officers that agents can deliver business railroads would never otherwise get.

Specifically, our correspondent asked: What is the place for travel agents in railroad passenger sales? Can railroads work with agencies for some business (like package plans) but not for other business (like point-to-point travel)? How much commission would be appropriate, if agents made good on their claim to deliver new business?

At least one big passenger carrier which subscribes to the RPTA commission plan for tour business finds it worthwhile to offer an additional incentive for volume business. This road pays travel agents and ticket sellers a 10% commission for tour business. In addition, it gives a travel agent an additional 5% as a bonus for the tenth tour he sells and every tour thereafter. Although the bonus plan has not been in effect very long, it has shown some increase in sales, and has prospects of increasing sales even more.—*Editor.*

Three RTPA Plans

As your correspondent states, the question of commission payments is controversial in certain aspects. However, it is a fact that the large majority of the nation's passenger carrying railroads support the Rail Travel Promotion Agency, which recognizes some 2,300 travel bureaus located throughout the United States and Canada who receive 10% compensation on *round-trip* all-expense traffic moving by rail.

In addition to the above arrangement, there are some 40 rail carriers in the RTPA which provide compensation of 7% to travel agencies ticketing *one-way* overseas traffic. There is also another RTPA plan embracing about 15 lines which grant 5% compensation on *domestic one-way* tickets between certain major cities.

The fact that our company participates in each of the three arrangements now in effect, indicates the regard we have for the travel agents' ability to produce rail business, and I believe it supplies the answer to the questions you have propounded.—*William Wallace, general passenger traffic manager, Chicago, Milwaukee, St. Paul & Pacific.*

Likes Package Plans

I should like to preface my answers by pointing out that the number of tourist agents in territory served by Coast Line is relatively small, compared with the number in other areas. The preponderance of passenger traffic on the ACL is long haul overhead business between the east and midwest and Florida. Therefore, my views on the subject are probably not as well founded on personal experience as those of passenger traffic officers with greater opportunity to observe first hand the relative success or lack of success of tourist agents in developing rail travel.

I do not think any of us would question that travel agents have a definite status in railroad passenger sales. This is evidenced by the establishment of the Rail Travel Promotion Agency, members of which receive commissions on rail transportation when certain all-expense requirements are met. I do feel, however, that there is also a definite need for our own passenger sales forces. While their activities, particularly off-line, are primarily directed to solicitation of travel via ACL, by both individuals and groups, in a highly competitive market, they do perform other services and generally represent the company.

Coast Line has consistently included in its advertising the phrase "see your travel agent," not only to cooperate with agents, but also because the agent has a wide variety of services to offer beyond the sale of rail tickets. All the "package" plans we promote and sell are worked out and handled by travel agents. Much of the success of these promotions can be attributed to the splendid cooperation we have received from both wholesalers and retailers.

Point-to-point travel, in itself, appears to be another matter. Where no auxiliary services are required on the part of a travel agent, there seems to me little advantage to the passenger in obtaining rail and Pullman tickets through an agent when the same service is available at railroad ticket offices, from which the agent would ultimately obtain the reservations and tickets, anyway.

The question of how much commission would be appropriate for new business would be a debatable one. If the commission on traffic on which railroads are not now paying 10%, were 10%, for example, there would have to be an increase of approximately 20% in the volume of such business for us to realize an increase of 10% in net revenue. In any event, the percentage increase of new business would have to a little better than equal the percentage of the commission before the railroads would benefit.—*T. K. Lynch, passenger traffic manager, Atlantic Coast Line.*

Nets $1.5 Million

"Is there a place for travel agents in railroad passenger sales?" The Travel Agents of the U.S. (members of RTPA) sold $16,362,166 of rail transportation in 1959. The sale of this rail transportation netted the travel agents $1,553,673. From these figures, I would say there definitely is a place for the travel agents in railroad passenger sales.

(*Continued on page 36*)

"Should RRs Pay Travel Agents?" is asked this week in keeping with the passenger theme of the whole issue. In reply, we have comments from several passenger traffic officers. Our interest in passenger questions is not limited to our annual Passenger Traffic issue of Railway Age, though. If there are other passenger questions you would like to discuss in subsequent issues, don't wait for the next special passenger feature. Let us hear from you now.

A forum for railroaders who want to explore questions of importance to their industry, this column welcomes both questions and answers from readers at all levels of responsibility in the industry and associated fields. We'll pay $10 to any reader submitting a question that forms the basis for a column discussion. Address correspondence to Question and Answer Editor, Railway Age, 30 Church St., New York 7, N.Y.

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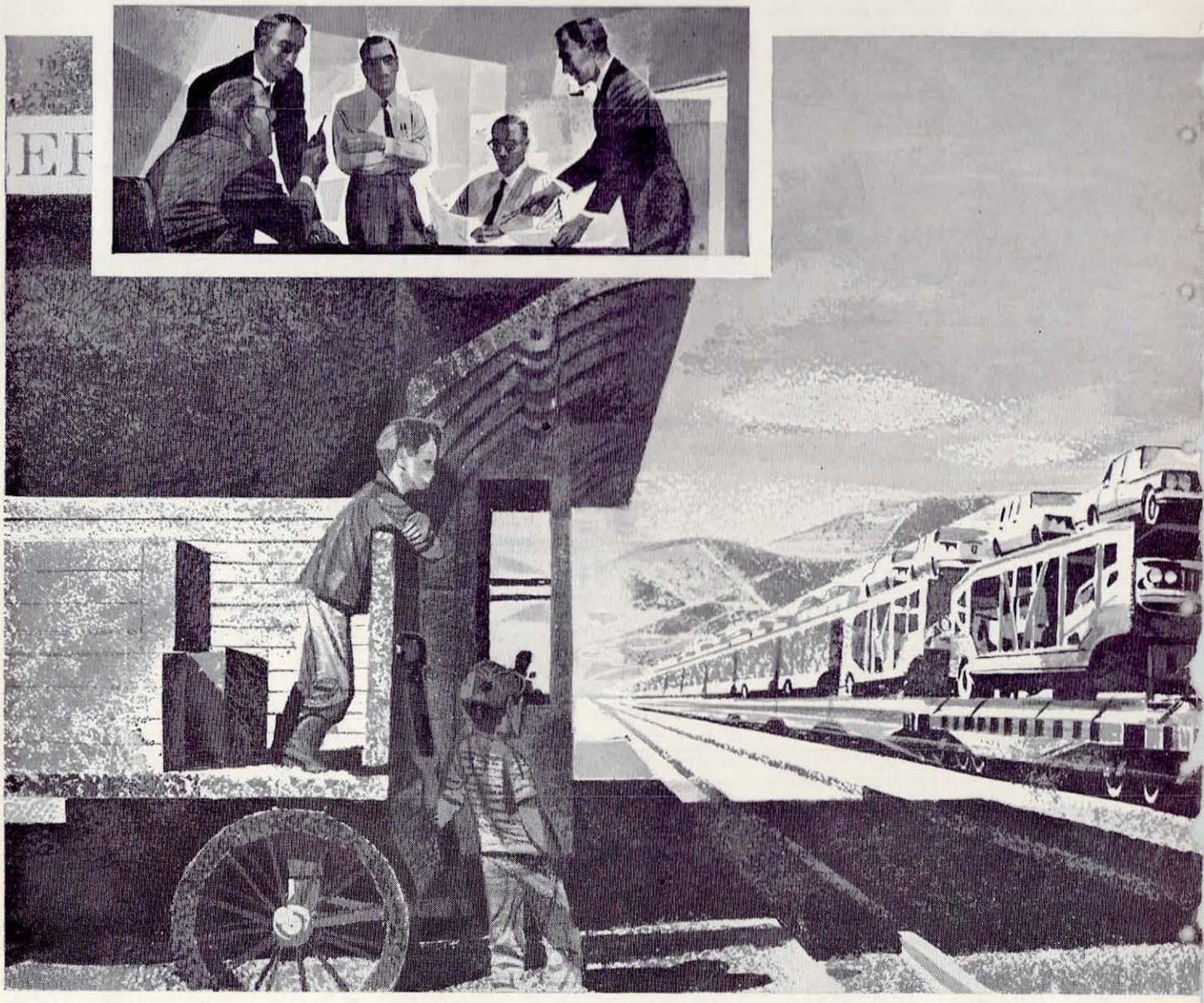

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The plan hinges on an ingenious new interchange loading facility; on a specially designed, stripped-

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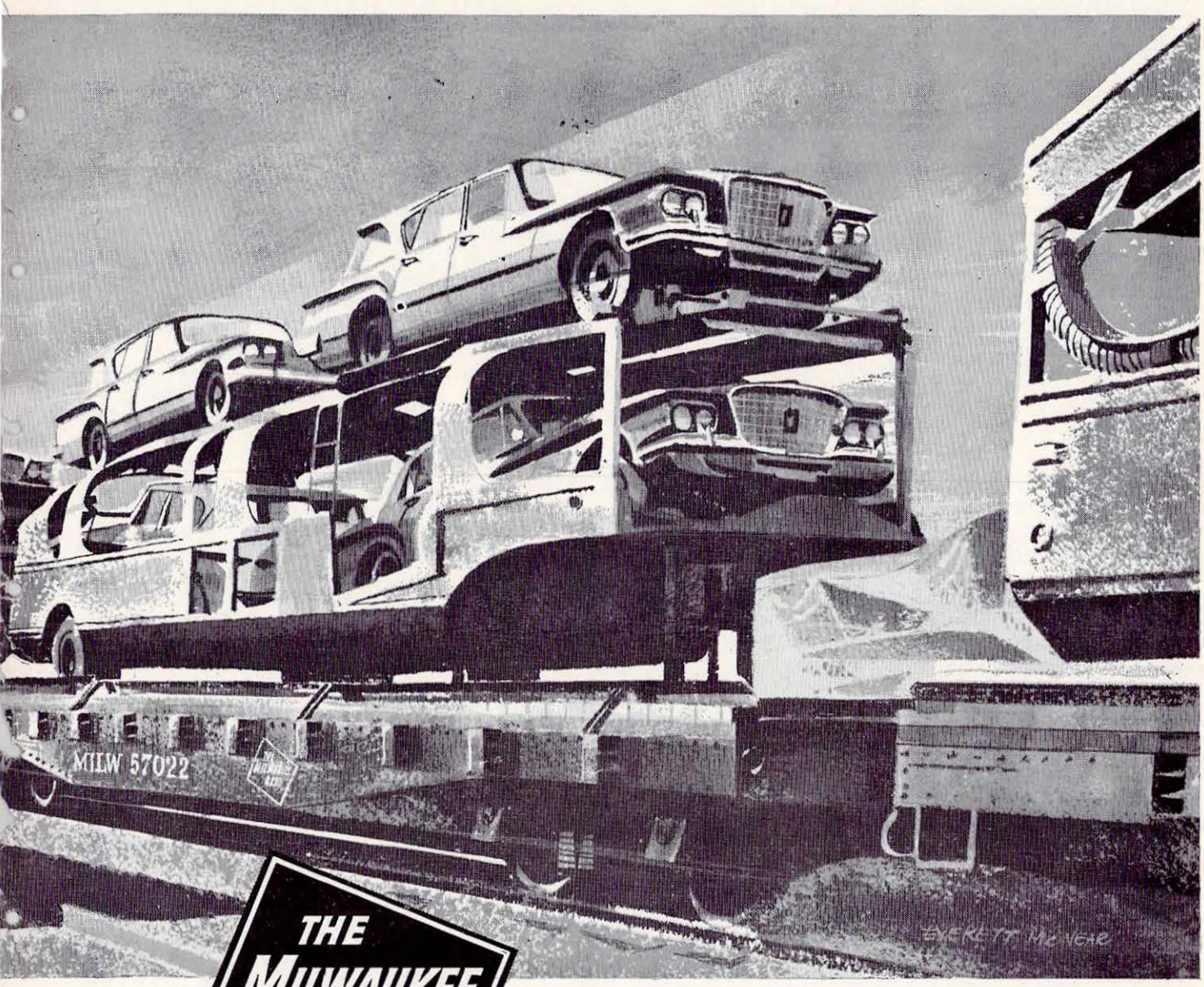

THE MILWAUKEE ROAD

America's resourceful railroad

down auto trailer, and on a novel 90-foot Milwaukee Road "double flatcar."

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This is not "just another piggyback plan." It's a *pioneering exploration* into providing a service to meet a customer's need. New ideas build new business. That's the story of the Milwaukee Road's Creative Crews. No wonder management groups turn to America's resourceful railroad for new ways to do *better* what the railroads do best.

Route of the Super Dome Hiawathas and Western "Cities" Fleet

"Can railroads work with agencies for some business (like package plans) but not for others (like point-to-point travel)?" The answer is again "Yes," as the revenues under question No. 1 were substantially the result of sales made under *package plans.*

"How much commission would be appropriate, if agents made good on the claim to deliver new business?" I believe 10% commission would be a fair payment on new business delivered by the tourist agents to the railroad, and would adequately compensate the tourist agents. [*These comments came from a passenger traffic manager who prefers to remain anonymous.—Editor*]

Over-All Service Offered

On the Northern Pacific we have always had a kindly feeling toward tour companies and travel bureaus. We feel there is a definite place in the field of merchandising travel for such agencies.

One important phase of their service to the public is the fact that whether travel is by rail, air, steamship or rental car, these agencies have an over-all service to offer. Although the compensation may vary, there is always opportunity for developing traffic for the carriers.

Our passenger sales representatives work very closely with travel bureaus who, in most instances, consider this cooperative arrangement beneficial to them, as we know it is to us.

There is, of course, a difference in the rate of commission. To determine a particular percentage satisfactory to all concerned would, it seems to me, be a relatively simple question to decide upon by frank discussion and satisfying mutual agreement.—*G. W. Rodine, passenger traffic manager, Northern Pacific.*

Would Pay More Commission

The Rio Grande has been a party to the 5% plan on point-to-point travel ever since its inauguration. However, we have not accomplished much because the plan, as it exists, is limited to payment over the limited number of lines which have joined the plan. The railroad can hardly afford to pay commission as originating line on portions of trips that might be taken over nonparticipating lines, as this would create a serious burden in many instances.

With respect to your specific questions: With the current trend in some areas of closing city ticket offices by some railroads, throwing the entire burden on station ticket offices, I think it is more necessary than ever that we work out a deal with travel agents who maintain sales offices in uptown locations. However, we are still finding it hard to convince some of our friends of this.

We have been quite successful with some agencies in promoting certain package plans. But I think the cooperation we would receive from travel agents would be much greater if our program were more inclusive.

I have heard some comment from travel agents that the 5% plan, now in use on a few lines, is not sufficient. However, I understand it is the same as is paid by airlines on point-to-point travel. I think we would accomplish a great deal if we could get universal acceptance of this plan by all rail carriers. I would not be too adverse even to sweetening this up a little. My present thinking is that we might be able to afford to go to 7%. I would hesitate in going to the 10% requested by Mr. Allen on straight travel. I feel there should be some differentiation between commission on straight travel and amount of commission (10%) made on all-expense created business.

I do not agree that the average railroad ticket office is now in a position to handle all types of business as efficiently in that area as it is handled in travel bureaus. And I certainly feel strongly that we need all the sales help we can get. The big hurdle we are faced with is selling this idea to some of the larger passenger-carrying lines.—*H. F. Eno, passenger traffic manager, Denver & Rio Grande Western.*

"Off-Season" Now Peak

The Seaboard has been since June 1947 a member of the Rail Travel Promotion Agency under which 10% commissions are paid to travel agents on round-trip all-expense business which, until 1954, was confined to the months of May to November, inclusive. In view of the heavy flow of traffic between the North and year-round resort areas of Florida, the preponderance of this business is vacation travel, in which all-expense features are enmeshed. The travel agent has benefited thereby.

The efforts of the travel agent to create new business for our railroad was again recognized in November 1954 when the independent announcement was made by the Seaboard that 10% commissions were applicable throughout the year. The arrangement has been highly remunerative to travel agents, inasmuch as December through April, inclusive, are peak revenue months.

Further evidences of the importance of the travel agents in creative aspects of tourist promotion has been their cooperative effort in the success of all-expense package tours to Florida between May 1 to November 15 annually. Our package tour folders are distributed in travel agencies throughout every major eastern city. Formerly referred to as "off-season" months, July and August are now peak revenue periods as a result of the vigorous promotional efforts of the hotel, transportation and travel industries.

While 5% commissions are available under certain conditions of the RTPA arrangement, we have not participated, because our business, as stated previously, is predominantly round-trip travel.—*J. R. Getty, general passenger traffic manager, Seaboard Air Line.*

Favors Incentive Pay

Travel agents individually and through their association have been endeavoring for years to become sales agents for railroad and Pullman transportation. Here are our thoughts on the question, which I think are generally those of the industry: First let me say I'm a firm believer in incentive pay. Thousands of railroad employees sell tickets and solicit traffic. If some workable arrangement could be devised to pay them a commission on their "sales" efforts, without involving serious accounting and labor complications, I am convinced their attitude toward and handling of the public would be materially improved. Our ticket sales would soar as a result of giving them the incentive to become "salesmen" instead of "order-takers."

There is a place in railroad passenger sales for travel agents where they can *promote* travel for railroads, which they have been doing by the operation of tours, and for which they are paid 10% commission through the RTPA. They perform a service to earn that compensation, by reserving hotel accommodations, arranging sightseeing, escorting parties, and other services for their clients who might not make the trip were it not for the travel agents' advertising and *promotion* of it. Hence, that is business railroads might not otherwise get. They should and do pay the travel agents for their efforts in *creating* it.

On the other hand, point-to-point travel, as you refer to it, i.e., merely the delivery of rail and Pullman tickets, would not involve any *promotional* effort on the part of the travel agents.

(*Continued on page 60*)

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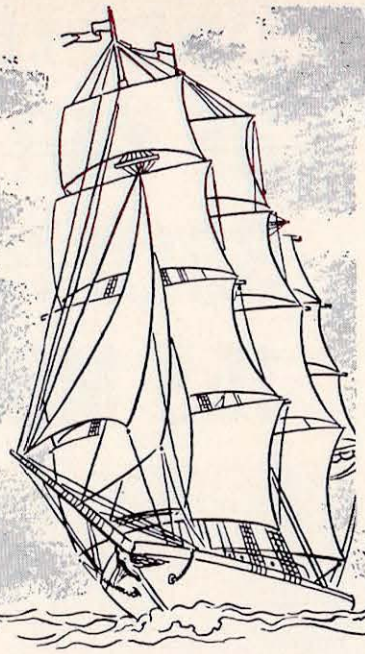

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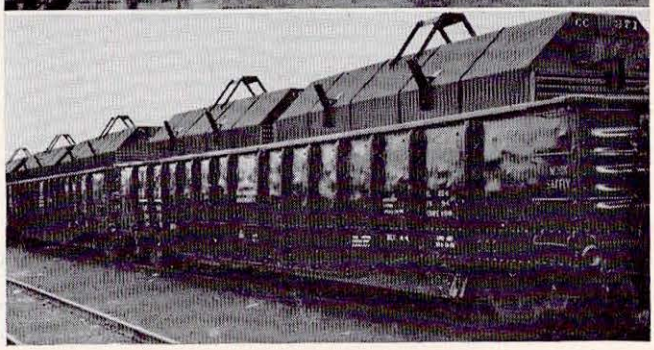

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Over the years, Northern Pacific has looked into a lot of advanced techniques for keeping freight car operating expenses in line. So, when KAR-GO bearings were suggested as a sure curb on bearing maintenance, a trial set went on one of their heavily insulated, loader-equipped boxcars.

That did it. In short order, they discovered how much this new kind of bearing cuts back maintenance needs. Fact: One major railroad reports it operated and maintained KAR-GO equipped cars for $8.83 per car per year.

Result: The Northern Pacific Railroad is now equipping 58 "piggyback" flat cars with KAR-GO bearings. And 100 car sets of KAR-GO bearings are about to be installed on new 50-ft. boxcars.

No mystery about this amazingly reliable performance, either. It lies in the unique design and construction of KAR-GO bearings. They're completely sealed, keeping the oil in – dirt and water out.

It's easy to see, then, why 45 top railroads now have KAR-GO bearings on their rolling stock. Over 68 *million* miles of KAR-GO equipped operation is *your* soundest reason for going to KAR-GO bearings at the next conversion or new car build.

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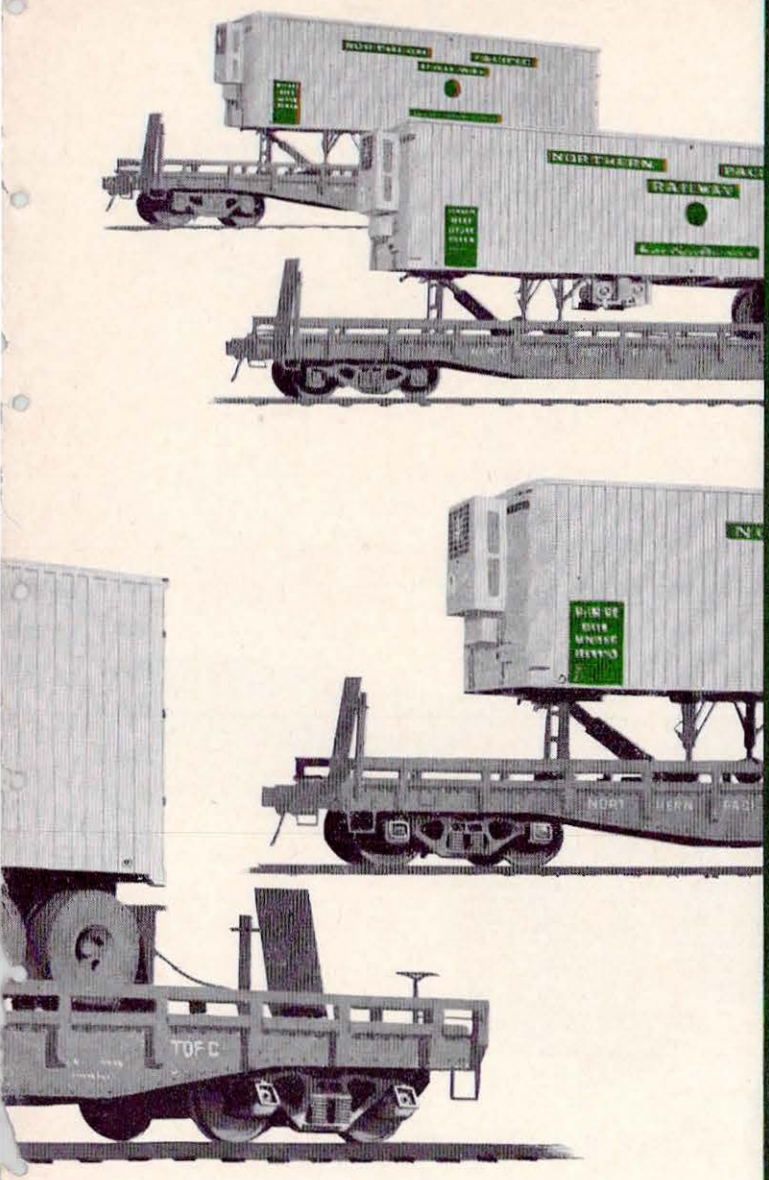

Two-thirds of the Diesel locomotive engines on American railroads are equipped with Allison connecting rod and crankshaft main bearings and piston-pin bushings.

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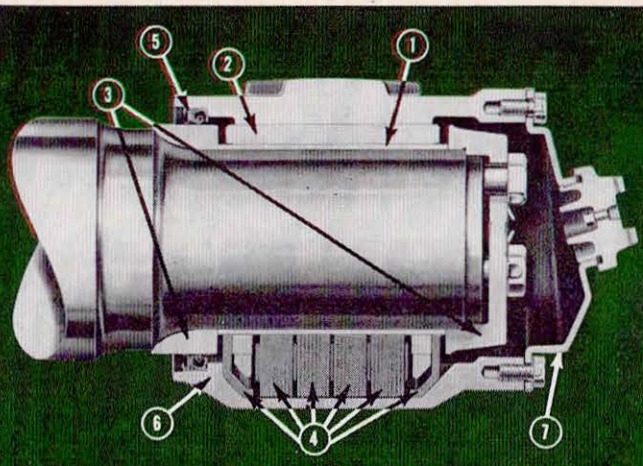

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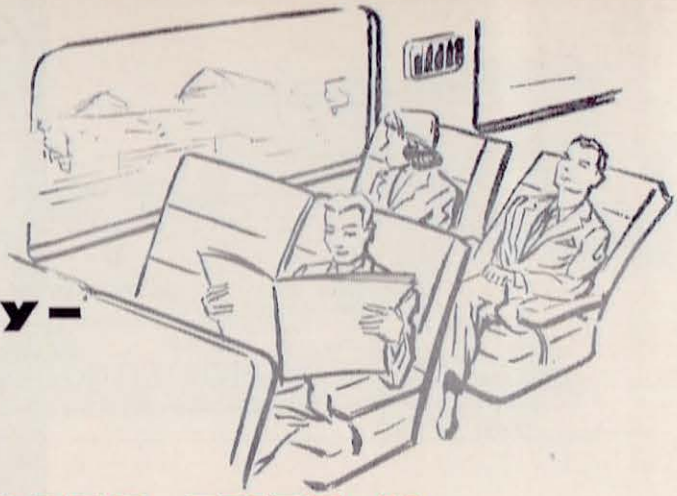

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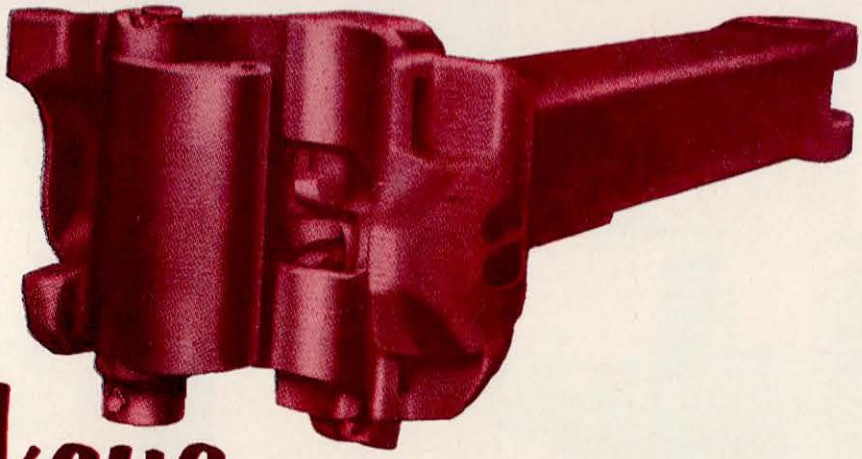

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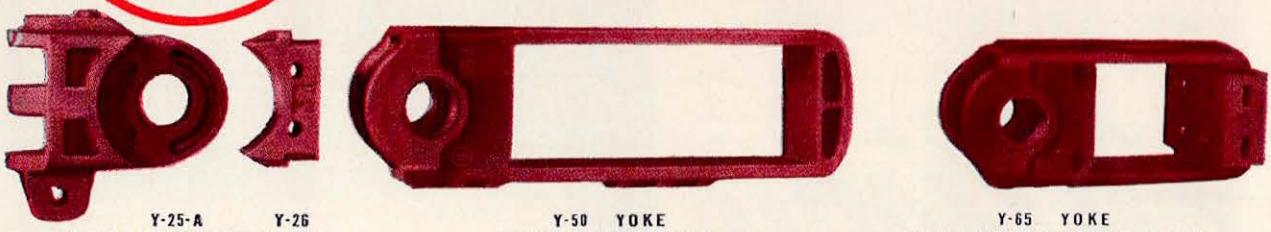

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Editors Afield

Gathering material for the special passenger report in this issue (and related assignments) has taken Associate Editor Rod Craib into the field on 12 different occasions so far this year. All but one of his journeys were by rail. His itinerary touched at eight cities between New York and St. Louis and sampled coach, parlor car, Slumbercoach and roomette accommodations as well as the dining service of six different roads. Here's his report on "Passenger Service—1960"—as the passenger sees it.

•

Crowded coaches. A traveler departing from Grand Central or Penn Station on the Friday before the long Washington's Birthday weekend could hardly have been blamed if he refused to believe railroad passenger service is in trouble. Both stations were handling near-capacity crowds, in part because of storms that had blocked highways and closed down airports.

New York Central's "Ohio State Limited," leaving at 3:00 p.m. for New York, Pennsylvania and Ohio points and Cincinnati, had been scheduled in two sections in anticipation of the jam. "First 15" was the through train and had regularly assigned stainless steel equipment. "Second 15," which was to end its run at Syracuse, was about half postwar and half older equipment. Platform gates opened half an hour before train time, and in ten minutes, all of the window seats in "Second 15" had been filled. By departure time, all but a few aisle seats were also filled.

"Second 15" stayed full after stops at Albany and Schenectady and was still relatively crowded when it terminated at Syracuse. In the diner, people lined up to wait for tables in a way that was reminiscent of World War II (until you got a seat and found that 1960, at least, has neither food rationing nor price control).

On a Wednesday afternoon in April, with neither holidays nor weather to inflate demand, the "Ohio State" was back to one section. Again, though, the coaches filled up quickly after the gates were opened. Judging from the high percentage of women and children, armed service personnel and students, personal travel, in the coaches at least, greatly outnumbered business travel.

On other lines in the high density traffic areas, you find the pattern of crowded coaches repeated. On a trip between New York and Philadelphia, for instance, there were people standing the whole trip. Going from New York to New Haven, the only vacant seats were in a dimly lit, pre-war smoker.

What the passengers say. A railroader who knows that today's passenger service has to be tailored to day-to-day demand rather than to holiday and bad-weather peaks might take pride in the fact that his railroad still finds it possible to run two sections when necessary to meet demand for a particular train. Talking to passengers, though, would give him a different view.

A sailor will tell you that service is slow and next time he'll fly. A mother with a small child complains to a platform trainman that he is directing her to an old coach rather than a new one. His reply —that platforms are short at her station and this is the only coach that will stop opposite one—is accurate but does little to soothe the lady's feeling of being discriminated against in the matter.

Summing up a number of conversations in one sentence: most of the passengers will tell you the railroads could do—and should do—a better job.

Who are the customers? Taking an airline for the 140 miles between Albany and New York, you see some of the reasons why a lot of people still prefer rail travel. The flight is fast—less than an hour —but it takes close to an hour to get to the airport in time to pick up your ticket and check in, and it takes equal time and an additional fare to get from LaGuardia Field to the East Side Airline Terminal, which is still a long cab fare from Manhattan's business districts. Portal to portal time, rail vs. air, is directly comparable and rail fares are considerably cheaper.

For longer distances, of course, rail service can't compete with air speed. But there are still plenty of travelers you'll meet in the club car of a train like NKP/DL&W No. 8, who prefer the train for overnight business trips, in this case from Cleveland to New York. No hotel space is involved; you leave the train at the opening of business, check your luggage and go to work.

Even on longer trips, railroads have something to sell. On B&O's "National Limited" between Baltimore and St. Louis the other day, every space in the Slumbercoach was sold, with most of the rooms taken by members of the League of Women Voters en route to a convention. Without the Slumbercoach, it developed, some of the ladies would have flown, others would have gone in a car pool, and a few would have stayed home. But not one said she would have been on the train anyway.

NEWEST RR 'PASSENGER': TOFC *(Continued from page 10)*

went into effect in March 1959) some 4,000 trailers were handled in passenger trains.

And, says Mr. Clarke, for that segment of their runs on which piggyback is handled, both trains are now operating in the black.

Fears that passengers might resent traveling in a mixed train proved groundless. If anything, passenger comfort seems to have been improved by the steadying influence of flat cars hooked on to the end.

The "labor problem" hasn't really proved to be a problem at all, so far.

"We went to the brotherhoods," says the C&O's Mr. Clarke, "and said we wanted to prolong passenger service by putting piggyback cars in passenger trains . . . They were very agreeable." The original agreement permitted five flat cars in a train (10 trailers). Later the unions agreed to handle 10 flat cars per passenger train (20 trailers). In return, the crewmen get higher pay. For the trainmen, it works out to an arbitrary of two cents a mile, according to the BRT. BLF&E says engine crews are getting local freight train rates.

Burlington, which began its passenger-TOFC combined operation in December 1957, already had a provision in its contract providing for a higher rate of pay to engine and train crews where freight cars are carried in passenger trains.

Another Extra . . . All-Room

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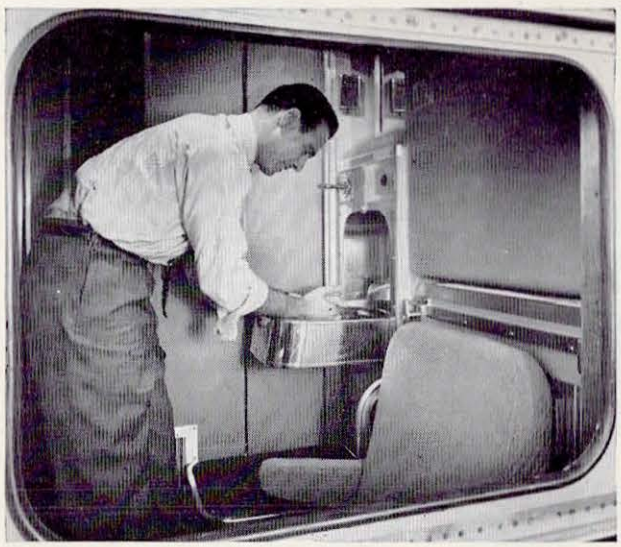
Coach travellers now can enjoy the luxury of a Pullman sleeper at modest extra cost over a coach ticket—in NP's Vista-Dome North Coast Limited all-room Slumbercoaches. Thrifty new Slumbercoach accommodates 40 passengers in 24 single rooms and 8 rooms for double occupancy. And NP connects in Chicago with NYC and B&O trains that offer Slumbercoach-type service all the way from the East Coast.

This NP service is in addition to standard Pullman-room cars and deluxe coaches with reclining seats and full-length leg rests . . . Vista-Dome cars . . . the Traveller's Rest buffet-lounge . . . Pullman observation lounge . . . the friendly, helpful services of "Sue" (she's a registered nurse!) and the crew of this unusual train. This is the train that makes travel *fun* again!



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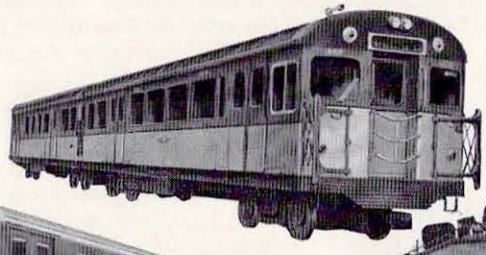


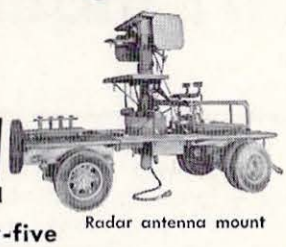
Cleveland rapid transit car

New York rapid transit car

LVTP—5 amphibian tank

Union Pacific lunch-counter cafe lounge car

Wolfwagon



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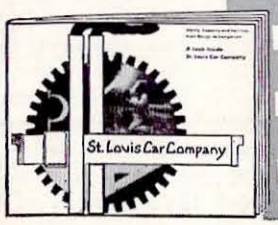

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House Train-Off Hearings End

Testimony from a parade of rail witnesses wound up House hearings last week on proposals that would severely restrict train-off freedom granted by the 1958 Transportation Act. Next step: Senate hearings scheduled for next month.

Without exception, railroad spokesmen were critical of proposals to repeal the Interstate Commerce Act's Section 13a. As Frisco's general solicitor, John McCullough, put it, Section 13a "has done for our railroad what its sponsors intended—given us the opportunity to be promptly heard by an impartial body so that the intolerable expense of operating a passenger train that had been abandoned by the public could be terminated within a reasonable time."

R. T. Anderson, Santa Fe general passenger traffic manager, testified that passage of the bill under consideration (HR 9742, introduced by Rep. Moulder of Missouri) would be a step backward.

"The decline in passenger patronage is not attributable to any dereliction of duty on the part of rail management," the Santa Fe officer told the committee. "It stems fundamentally from the loss of passenger business to competing forms of transportation which have been greatly aided by the government . . . It is and will continue to be Santa Fe policy to provide the best possible passenger service on passenger trains receiving public patronage. It is essential to the success of this program that it be permitted to discontinue uneconomic train services . . . In the final analysis, the public will determine what passenger service can be supported."

For the Boston & Maine, President P. B. McGinnis challenged earlier testimony by rail labor officials that railroads are trying "to get out of the passenger business." He noted that B&M has spent approximately $20 million for modern passenger equipment and another million on facilities to maintain it and has even taken ads to point out that the B&M "loves commuters."

Similarly, W. G. Whitsett, L&N vice president, referred to $14 million his road has spent since World War II to improve passenger services. Northern Pacific's Vice President C. H. Burgess emphasized that his road is "deeply interested in mainline passenger business."

New Haven President George Alpert and PRR Vice President W. W. Patchell separately emphasized the importance of public aid to suburban rail lines as an essential public service, but stressed that, if this were not forthcoming, the railroads should be able to exercise the right to get out of unprofitable business.

Speaking for the New York Central, President A. E. Perlman described for the committee five points that he said were necessary for the survival of rail passenger business: Repeal the federal transportation tax; end all direct federal subsidies to airlines; stop all indirect subsidies to competing carriers; require federal agencies to use vital rail services; and end discriminatory taxation and unrealistic regulation.

P. A. Hollar, vice president—assistant to the president of the AAR, appeared to clarify the record with respect to the industry's attitude about mail transportation. The AAR's railway mail transportation division is under Mr. Hollar's supervision.

To rebut statements of labor representatives and others implying an indifferent railroad position, Mr. Hollar asserted that the railroads wholeheartedly support bills proposing to end the Post Office Department's seven-year-old "experiment" of flying first-class mail.

He pointed out that the railroads objected to the "experiment" when it was inaugurated; that they opposed special mail-pay rates which the Post Office Department nevertheless got from the Civil Aeronautics Board for the "experiment"; and that they unsuccessfully sought a court injunction (carrying the case to the U. S. Supreme Court) when the "experiment" was extended in 1954.

NH Inquiry: 'Not a Witch Hunt'

The ICC's investigation of the New Haven will get into allegations of "mismanagement" but "is not a witch hunt."

That's what Commissioner Webb, who is in charge of the inquiry, said at the pre-hearing conference in New Haven May 6. The investigation, No. 33332, was originally instituted as an inquiry into a New Haven commuter fare increase. It was broadened by a supplemental order (RA, April 4, p. 43).

Commissioner Webb's statement, as he put it, was designed to "lay at rest all rumors and speculation concerning the Commission motive in instituting the investigation." In additon to the "general considerations" set out in the supplemental order, he said, there are "some very obvious reasons suggesting the need for a broad investigation." He went on to mention some of the "obvious reasons," but "without presuming to speak for the entire Commission."

"This investigation," Mr. Webb continued, "comes in the wake of a long series of incidents that have been taken as a text for criticism of New Haven's service and management. . . . Complaints have reached the point where commuters' wives appear before public bodies to say that it is no longer a question as to whether a commuter husband gets home in time for his dinner, it is a question of whether he gets home alive."

To this "clamor," the New Haven management "has replied with a long recitation of woes and griefs," Commissioner Webb continued. He summed up the road's position as one holding that "we simply do not have the resources to provide adequate service and simultaneously endure the discriminations that a changed transportation pattern has forced upon us."

The "fundamental question" to be determined by the Commission's inquiry "may well be what sort of transport pattern the New England economy will sustain," the commissioner also said. "It would appear," he went on, that the New Haven "does represent a vital artery in transportation but that the true function of this artery may be considerably different from what once it was." The commissioner added:

"One purpose of this investigation will be to see whether a clear exposition of the character of this changed function can be made. If the investigation succeeds in this respect, the recurrent problem of increased passenger fares can be considered in better light . . ."

Referring to "subsidy" proposals, Commissioner Webb said "nothing would more poorly serve the needs of New England than an ill-considered effort to bail out the New Haven or to dump its operation on government." On the other hand, the commissioner continued, "Nothing would better serve those needs than to take the transport puzzle apart and see what the true function of the New Haven now is . . ."

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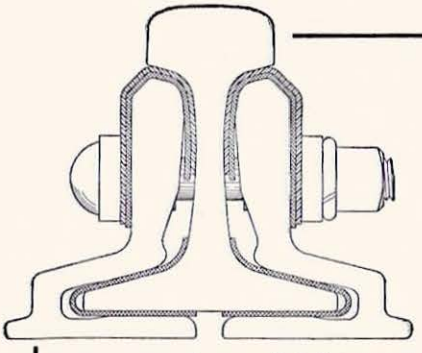

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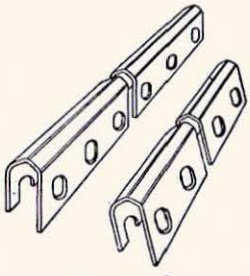
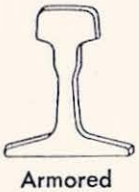
and

Less MAINTENANCE

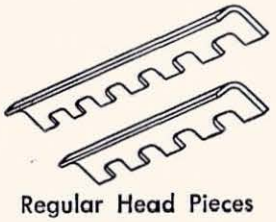


Armored Head Pieces

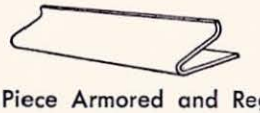


Armored End Post

Regular End Post

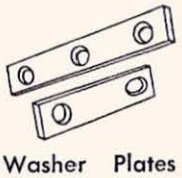


Regular Head Pieces



Base Piece Armored and Regular

Bushing

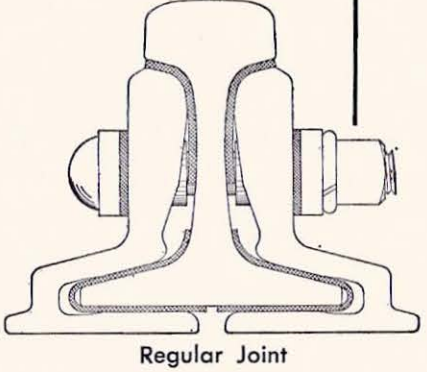


Washer Plates Regular Joint

A NEW ADDED CONVENIENCE

RAJO FIBRE RENEWALS are now packaged as individual sets, each carton containing all the components necessary to change out an insulated joint.

Packaging simplifies handling and installation problems, and guarantees peak performance of insulated joints at minimum maintenance cost.



Regular Joint

RAIL JOINT COMPANY
DIVISION OF POOR & COMPANY (INC.)
50 CHURCH ST. NEW YORK 7, N. Y.

CONTINUOUS RAIL PRE-WELDED AT THE MILL!

—A new "RIBBONRAIL" service from LINDE...

NOW YOU CAN HAVE "RIBBONRAIL" welded rail delivered right to trackside from the mill. No capital outlay . . . no operating problems . . . no skilled personnel taken from other jobs. Rail arrives ready to be laid.

LINDE is installing a contract welding plant in Harrisburg, Pennsylvania, near the Steelton Mill of Bethlehem Steel Company. Additional plants will soon follow. These plants will employ the famous "RIBBONRAIL" process of oxy-acetylene pressure welding—recognized for over twenty years as the top quality rail welding process—and used by over forty major railroads. For a single, predictable contract price, you can get rail welded in the lengths you need, and as you need them. Facilities will also accommodate the welding of relayer rail.

For details on the new contract welding arrangements, write to Oxweld Railroad Department, Linde Company, Division of Union Carbide Corporation, at either of the following locations:

270 PARK AVENUE
NEW YORK 17, N. Y.

230 N. MICHIGAN AVENUE
CHICAGO 1, ILLINOIS

In Canada: LINDE COMPANY
DIVISION OF UNION CARBIDE CANADA LIMITED
TORONTO 7, CANADA.

Oxweld Railroad Department

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L&N LAUNCHES PROGRAM TO ATTRACT PASSENGERS

LOUISVILLE & NASHVILLE RAILROAD
The DIXIE LINE

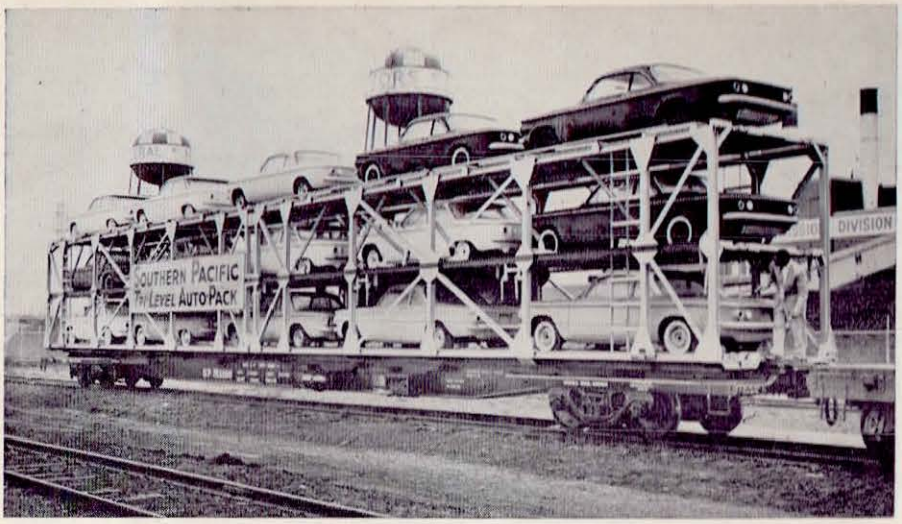
5 Reduced Dining Car Prices 25% Restored Popular Seafood Platter to Diners Operating In and Out of New Orleans Inaugurated "Early Bird Breakfast" on most trains.

4 Purchased 2 Modern Diner-Lounge Cars for Service in The Pan-American

3 Inaugurated Popular "Hospitality Hour" (with serving of free coffee) to patrons aboard The Humming Bird and The Pan-American

2 Effective June 1—Experimental coach and first class fare reductions—for individual round trips and for families traveling together.

1 Added Vista Dome Cars to the South Wind during winter season.



FIFTEEN CORVAIRS make a full load for the Tri-Level Auto-Pack, developed by Whitehead & Kales, of Detroit, for Southern Pacific.

Auto-Pack Developed for SP

Newest wrinkle in the booming auto transport business is a removable three-deck frame which adapts an 85-ft flat car for auto service but doesn't bar its use in conventional piggyback.

The frame, Tri-Level Auto-Pack, was developed by Whitehead & Kales, Detroit trailer manufacturer, for Southern Pacific. The device can be crane-mounted on a General American Clejan-type flat car in about 20 minutes, can be removed in slightly less time. The frame is built in two 41½-ft sections and is tied down with the standard hold-down devices used for trailer and container service. Auto-Pack rests on the flat car center sill, and rides on rollers built into the underside of the frame sections at location of frame uprights. Action of the hold-down gear permits limited movement of the frame in either direction.

The car will handle 12 standard cars or 15 compacts. Center deck is spring-loaded, may be swung up to permit loading of larger cars or trucks on the lower deck. Clips hold the center deck in place when loaded to prevent bounce in case of impact.

The unit now in service shows a light weight of 99,600 lb. The Pack itself is 8 ft 10 in. wide and 10 ft 6 in. high (to top floor level). Overall height of the car and frame (loaded) ranges up to 18 ft 6 in., depending on the type of car on the top deck.

According to General American's Piggyback Division, the R-85 or G-85 car equipped with Auto-Pack offers advantages of lower total cost, lighter weight and greater versatility of equipment (since the frame can be removed and the car used for trailer or container service when auto movement slows down).

Scheduling of car movements, it's indicated, will be planned to take all possible advantage of full or partial return loading, to avoid heavy empty car mileage.

Auto-Pack is the third three-level approach to an auto-on-flatcar design. Pullman-Standard is building 100 triple-deck 85-ft cars for Frisco; and Santa Fe is testing a 53½-ft tri-level prototype. Both the P-S and Santa Fe cars use fixed-frame design.

Long Island Blasts NYC Plan V Move

The Long Island asked the ICC last week to determine "once and for all, the need for and the desirability" of Plan V piggyback in its territory. Plan V involves joint rail-truck routes and rates.

LIRR's request for a "full-scale investigation" of the newest twist in piggyback was prompted by a Plan V tariff filed by the New York Central to become effective May 27.

LIRR said NYC's move to begin serving Long Island by truck-trailer from New York City points constituted an "invasion" of its own freight territory. The Commission was asked to suspend the NYC tariff, and also to institute a general investigation of Plan V on Long Island.

Earlier this year LIRR protested a Lackawanna Plan V tariff which it also described as an "invasion" of its territory (RA, Feb. 29, p. 54). Hearings have been held, but no decision has come from the ICC.

Long Island President Thomas M. Goodfellow recalled that he had warned, when protesting the Lackawanna tariff, that it would set off a "disastrous and demoralizing" scramble for Long Island freight business. He saw the NYC move as bearing out his prediction.

He said the Lackawanna and NYC, if they succeeded with their Plan V plans, would "skim off the cream" of the LIRR's freight business.

"The ultimate result of this service," said Mr. Goodfellow, "will be the deterioration of vital freight service, increased passenger fares or both."

New York Central confirmed that it has entered into a Plan V agreement with Central Freight Truck Co. and Perkins Trucking Co., both of New York City. NYC said the use of Flexi-Van equipment is contemplated.

C&O Uses Computer To Study Rail Wear

Chesapeake & Ohio's Univac is proving to be a versatile management tool. In addition to handling routine accounting chores, the computer has been used in a number of special studies.

For example, a study of rail wear conducted with Univac's help is expected to save C&O considerable money in rail replacement costs. The study covers the amount of rail wear by various types of traffic and by different percentages of grade, curvature, etc. One significant fact already revealed, according to C&O, is that often less wear occurs on curve track than on straight. For many years the opposite had been assumed to be true—hence, replacement frequently was made on an erroneous basis.

The computer is also doing business forecasting for the C&O through the road's recently established "Financial Weather Bureau." The purpose of this bureau is to conduct continuous research and keep management supplied with thoroughly up-to-date facts, figures and general business information. The computer is used for rapid processing of statistics. It can adjust forecasts to seasonal factors, according to a railroad spokesman.

First major job performed on the Univac, in 1956, was the processing of dividend checks for some 90,000 shareowners—a job previously done by an outside firm. Later, payroll processing for 27,000 employees and interline freight revenue accounting were turned over to the computer.

Next, all private car line mileage and all coal traffic accounting were transferred to the computer. The coal traffic accounting data, when coupled with information from other sources, is ultimately used in predicting future coal revenues.

it's fun to ride the train

Santa Fe

Get in on *all* the fun of traveling. Go Santa Fe and meet exciting new people . . . dine on famous Fred Harvey food . . . relax in comfort . . . and see some of the world's most dramatic scenery. The fun starts the moment you step aboard!

Super Chief

Deluxe all-room extra fare service
Daily between Chicago—Los Angeles

The Chief

Pullman-chair car streamliner
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Hi-Level extra fare chair car service
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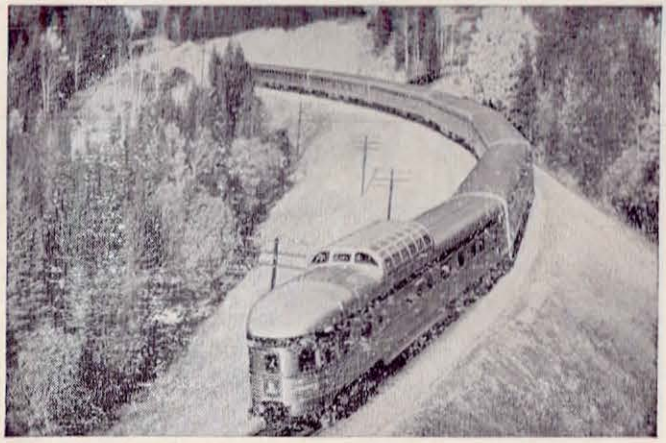
Pullman-chair car streamliner
between Chicago—Texas

San Francisco Chief

Pullman-chair car streamliner
between Chicago—San Francisco

R. T. Anderson
General Passenger Traffic Manager
Santa Fe System Lines
Chicago 4, Ill.

6 good reasons for traveling Canadian Pacific's Scenic Dome streamliner "The Canadian"

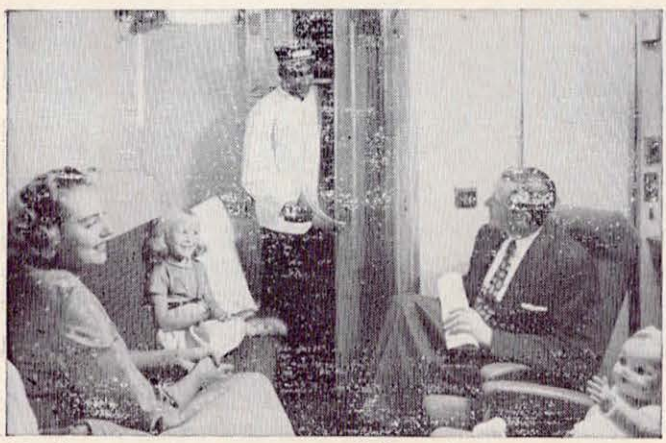


The Banff-Lake Louise Route takes you through the heart of the Canadian Rockies. "The Canadian" follows this spectacular Scenic Dome route, linking Montreal-Toronto and Vancouver with daily service throughout the year.

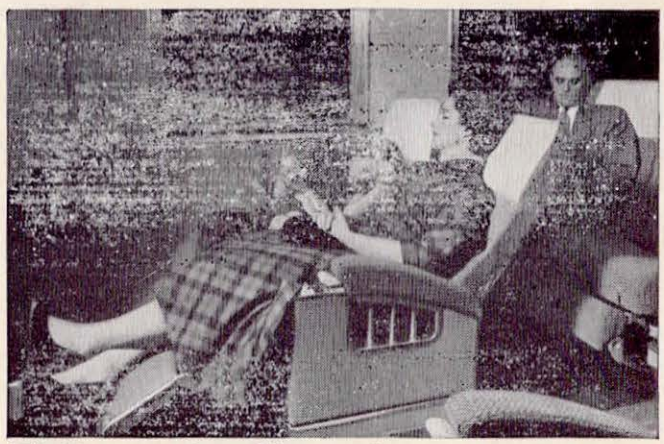
High in the Scenic Domes you command a matchless view of Canada's natural wonderland: snow-capped peaks that scrape the sky, stately forests of tall timber, and crystal-clear glacier lakes.

The intimate Mural Lounge is an ideal spot for passing leisure moments and meeting new friends. (You will also want to try the informal Skyline Coffee Shop for delicious but inexpensive light meals.)

In the Deluxe Dining Room Car you can savor superb cuisine, prepared by the finest Canadian chefs. Here, as throughout the train, passengers find the service is courteous, prompt and always thoughtful.



Bedrooms, roomettes and drawing rooms assure round-the-clock comfort. By day, there's room for relaxing. At night, you sleep soundly in spacious uppers or lowers as "The Canadian" speeds silently across the continent.



Thrifty, comfortable coaches feature reclining armchairs with full-length leg and foot rests and adjustable head rests. Other features: courteous porter service, soft transcribed music. All coach seats reserved at no extra cost!

Vapor Unizone® car heating system

the modern way to efficient, time and money-saving passenger car heating

CUTS MAINTENANCE 90% . . .

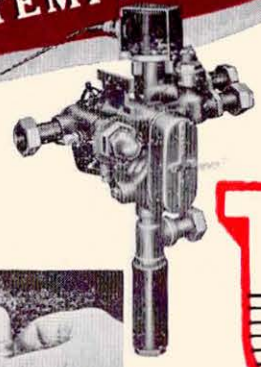
In the Vapor Unizone System there are just two control units; a thermostat and a Unizone Regulator. The electrical circuit may be tested by pressing a button . . . and if operation is questionable a new thermostat may be simply plugged in. *Nothing else inside the car ever needs attention.* The Unizone regulator can be replaced in any weather in fifteen minutes . . . *without* shopping the car. The Unizone System is ideal for pre-scheduled maintenance at one, two, or three year intervals, and the required components are already carried in almost all store rooms and shops.

CUTS STORE PARTS 70% . . .

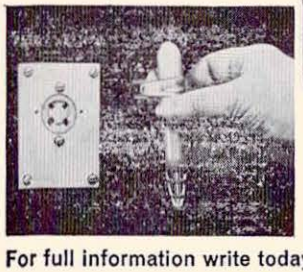
With just two control units, the Unizone System eliminates floor heat valves, relays, etc. There are *no* moving parts within the car . . . when the plug-in thermostat calls for heat a single valve in the Unizone Regulator is opened to admit steam to the heating system.

CUTS TEMPERATURE VARIATION WITHIN CAR TO 1 DEGREE!

Vapor's exclusive Unit-Fin Radiation design provides uniform heat distribution . . . "pulsing jet" steam admission, the simplest and most accurate form of control yet developed, assures the ultimate in comfort. Only the Vapor Unizone System offers this modern, most efficient means to achieve completely uniform, completely controlled warmth in every section of the passenger car.



Only two control units needed—Thermostat and Unizone Regulator



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CAR HEATING SYSTEM

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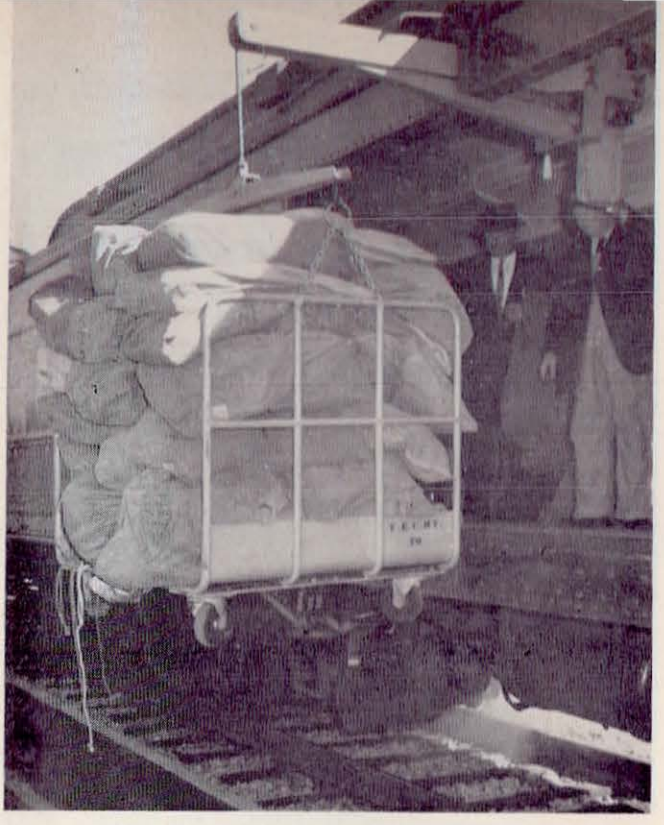
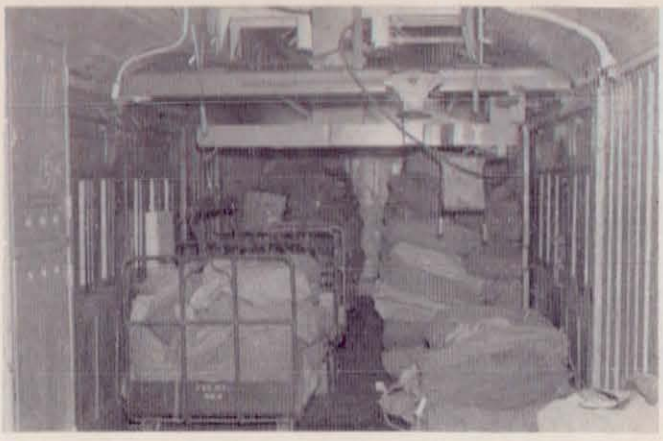




CAR INTERIORS will be rearranged to provide space in which dollies can be maneuvered. Mail bags are "palletized" on the special dollies, designed and built by the FEC.

MECHANIZED mail-handling enabled the FEC to reduce average terminal-to-terminal time of crack passenger trains. It may prevent diversion of mail traffic to other transport media.

Mail Hoists Cut Train Delays

► **The Story at a Glance: Florida East Coast has developed a mechanized system that permits handling large volumes of mail without slowing down crack passenger trains. Mail destined for a particular point is loaded on dollies that can be hoisted on or off the car in half a minute. Both the FEC and the Post Office are happy with the operation. It speeds terminal-to-terminal operations and may help keep mail traffic on the rails.**

Growth in mail traffic, which has duplicated Florida's population growth, presented the Florida East Coast with a problem: Crack trains were forced to make long station stops to allow time for handling large quantities of storage mail. To avoid delays and allow the trains to make their schedules, the FEC has been perfecting a system to mechanize this mail-handling operation.

The new system is now in use on two of the FEC's ten daily passenger trains. It involves the use of air-operated cranes permanently installed in storage mail cars, plus the use of special wheeled dollies on which mail bags are "palletized." From initial terminals, and en route, mail due for delivery to intermediate stations is loaded on one or more dollies. The hoist can place the dollies on station platforms or directly on postoffice contractors' trucks. Mail due for dispatch from a station is loaded on one or more dollies before arrival of the train so that they can be quickly lifted into the storage mail car. It takes about 30 seconds to put one of the dollies on or off the car.

Two crane-equipped baggage cars, which have been in storage mail service since last fall, have made it possible to reduce the average terminal-to-terminal time of FEC Trains 5 and 6 between Jacksonville and Miami by approximately 25 min. These trains, the "City of Miami" and the "South Wind," operate between Chicago and Miami. Their on-time performance is of importance not only to the Florida East Coast, but also to its northern connections.

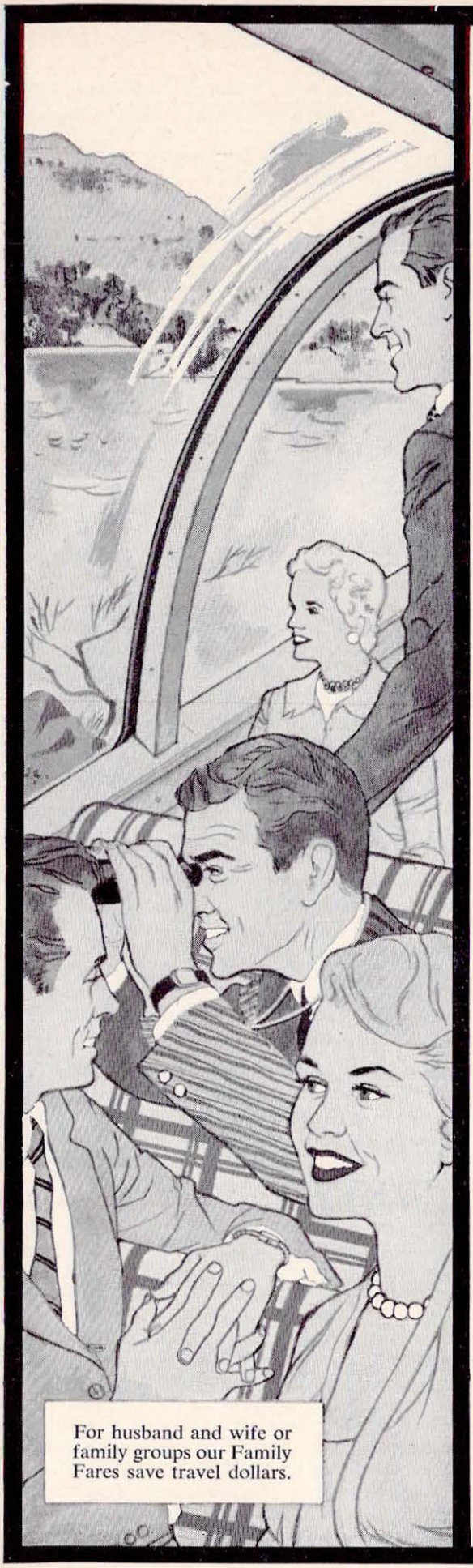
The new handling system was developed by Gordie Stewart, assistant chief operating officer of the FEC, and the mail-car installation is known on the FEC as the "Gordie Hoist." The hoisting arrangement is suspended from a 3-ton Yale trolley which runs on an 8-in. I-beam that extends between the top plates over the centers of two side doors.

The trolley is powered by an air motor and sprocket drive which extends and retracts the boom through the side door. A 1,000-lb air hoist is mounted at one end of the boom, which is formed by a pair of 6-in.-wide steel bars. A link chain extends from the hoist over a pulley at the far end of the boom. A roller at the hoist end of this boom runs under the bottom flange of the I-beam to prevent tilting under heavy loads. The boom is pivoted under the trolley near the hoist so it can be swung 180 deg to be used through either side door. Air for the two air motors is taken from the brake system through a small reservoir applied to the car.

The FEC is altering the baggage cars which are being equipped with mail cranes. These changes are aimed at making possible utilization of the full width of the car at floor level. Two fan-type, ceiling-mounted heaters replace the steam coils on the car sides. The electrical locker is changed from the original vertical floor-to-ceiling arrangement to a new horizontal design, with the base of the cabinet 5½ ft above the car floor. The tongue-and-groove car flooring is covered with Masonite to give a smooth surface on which to roll the dollies.

Extreme lateral movement of the trolley on the beam between the car doors extends the end of the boom approximately 40 in. beyond the car side. Once inside, a dolly can be placed

(*Continued on page 54*)



You see where you're going . . . you remember where you've been!

. . . when you travel

Domeliner

To *really* see the unforgettable West—in living color—there's no better vantage point than a Union Pacific dome car. Yes, the "eyes have it," when you go by Domeliner.

Distinctive Lounge and Club cars offer refreshments and deep-cushioned relaxation. Pullman and Coach equipment is the finest.

Adding to your travel pleasure are the marvelous meals, freshly prepared by our culinary experts. And, on the "City of Los Angeles" and "City of Portland," are the only Dome Dining cars on any railroad—a special treat.

On your next trip through the West, see for yourself what a joy travel can be—by Union Pacific.

Domeliners

"CITY OF LOS ANGELES"
between Chicago-Salt Lake City-Las Vegas-Los Angeles

"CITY OF PORTLAND"
between Chicago-Denver and Portland (Tacoma-Seattle)

"CITY OF ST. LOUIS"
between St. Louis-Kansas City-Denver-Los Angeles

• • • •

Streamliner "CITY OF SAN FRANCISCO"
between Chicago and San Francisco

UNION PACIFIC
Railroad

Omaha 2, Nebr.

Dependable Freight and Passenger Transportation

MAIL HOISTS CUT TRAIN DELAYS (*Continued from page 52*)

about 45 in. from the center line of the I-beam between the door openings.

The dollies were designed and built by the FEC. They have ¾-in. iron pipe frames, sheet-metal floors, and have the following over-all dimensions: length, 4 ft; width, 3 ft 4 in.; height, 3 ft 2 in. Use of tubular aluminum frames is being considered. Dollies are equipped with rubber-tired casters and a foot brake. A dolly will hold from 25 to 35 bags of mail weighing approximately 1,000 lb.

The FEC now has 28 of the dollies in service, and is handling the storage mail at nine intermediate stations.

When the operation is completely mechanized, each station will be provided with from one to six dollies, depending on the volume of mail handled. Each car equipped with a hoist will be provided with six dollies which will be loaded at the initial terminal with mail for the first, second, and possibly the third stations. For each dolly that is set off, one will be picked up to keep the same number in the car at all times.

It is now planned to provide driveways at all stations to enable U.S. Mail and express trucks to receive and deliver directly to and from cars. This will eliminate intermediate handling over baggage trucks.

With just six months of service, the new system is working well. It permits handling larger volumes of mail on faster trains. This is attractive to the Post Office Department which has been impressed with the operation during inspections and may prevent diversion of mail traffic to other methods of transportation.

Railroading After Hours with Jim Lyne

A. K. ATKINSON, MUSEUM CHIEF—Arthur K. Atkinson is chairman of more than one board of directors—not only that of the Wabash, but of the National Museum of Transport too. Its historical exhibition is located at Barretts Station road, St. Louis. In his Museum capacity, Mr. Atkinson has written me about the institution's locomotive collection: 24 steam jobs (all the way from a ten-wheeler camelback of 1873 up to a 2-8-4 of 1944).

AKA is particularly proud of a couple of B&O diesel-electrics they have (a 300-hp switcher of 1925, and No. 50, said to be the first road diesel not hooked onto a fixed consist). And President Harry DeButts of the Southern has "earmarked" for the Museum an A unit of the original (1940) EMD 5,400-hp demonstrator.

Now Mr. Atkinson is looking around for a gas-electric rail car. Most such cars were subsequently converted to diesels and that won't do—because, as a museum executive, AKA insists that, wherever possible, power appear exactly as it was originally.

THE CONSUMER IS BOSS—"There is no lasting success for an employee who works for an unprofitable operation or one which could fold tomorrow and dispossess still more workers from their jobs."

The man who said that wasn't a railroad president—but the publisher of the St. Louis Globe-Democrat. He was warning printers and other unionists in the publishing business of the shrinking number of newspapers and magazines—just as there is a similar shrinkage on the railroads.

High wages force a business to price its product higher than many people feel like paying, and a lot of them quit buying it. They do without, or find substitutes, or "do it themselves." You insist on 4 or 5 men, working short hours for generous money, to crew a 2-car train and, the first thing you know, off comes the train.

SALES OPPORTUNITY—I heard the other day of a substantial movement by truck of a standard commodity hauled over 300 miles. The railroad rate was reduced well below the truck charge but the stuff is still rolling on rubber. Apparently personal friendship with the truck operator is, so far, the controlling factor. However—as my informant suggested—personal friendship that is costing a man's employer several thousand dollars a year is a situation that a resourceful railroad salesman could probably straighten out.

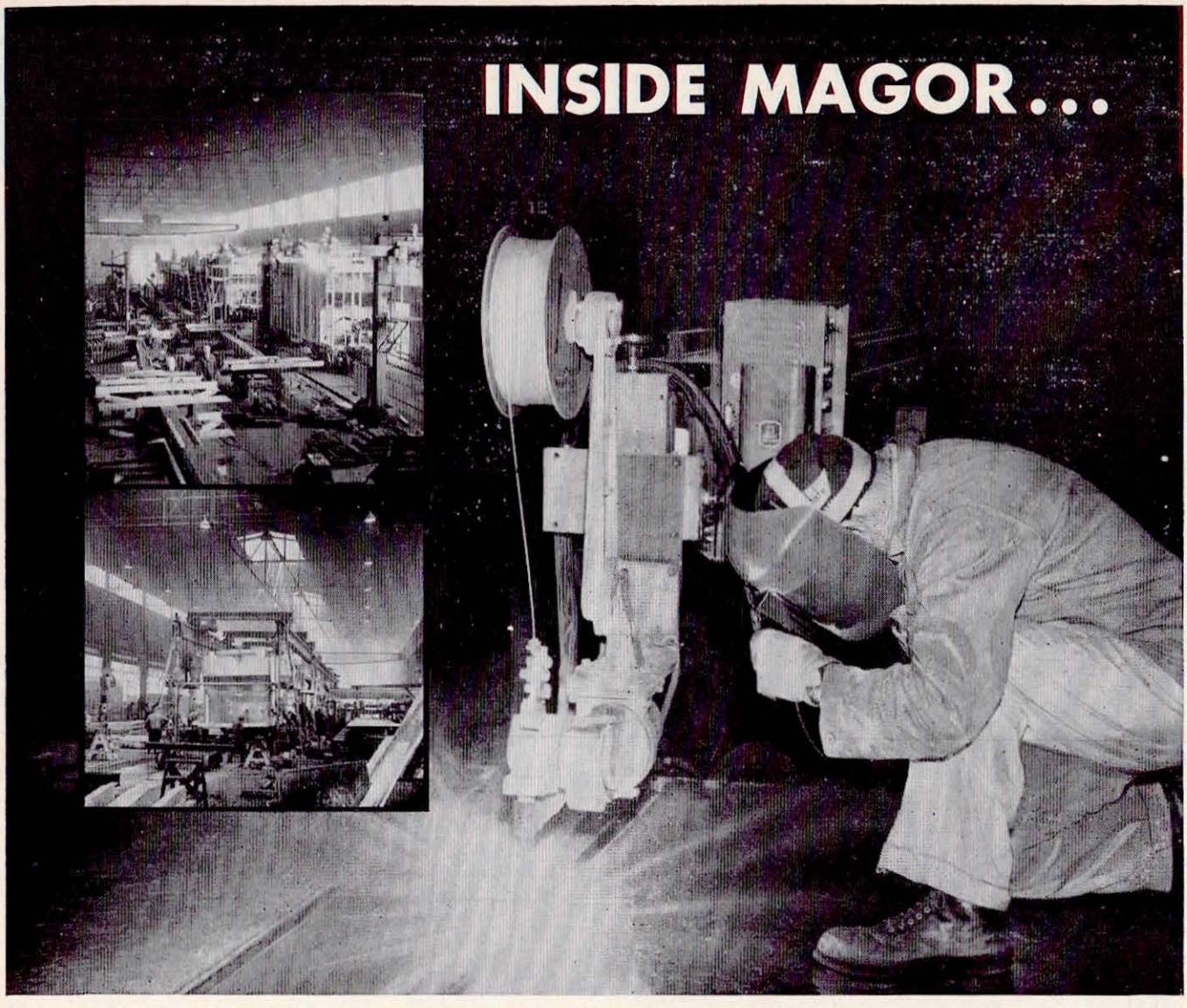
Good service and economical rates alone do not do the job of getting freight on the rails. The third leg of the stool is an alert salesman fully informed about all the bargains his company has to offer on specific movements.

CROSSINGS WERE POPULAR—Prof. Newt Morton (Kent, O., State University) calls attention to the fact that, in the early days of railroading, townspeople not only didn't object to grade crossings—instead, they insisted on them. One reason was that horse owners objected to "the strain on horseflesh imposed by the ascent to an overhead bridge; property owners disliked the scenic disfigurement of a depressed way." (The quotation is from Kirkland's "Men, Cities and Transportation.")

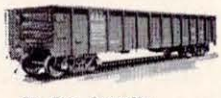
'CORPORATE IMAGE'—I keep running into this term, which seems to mean the picture that comes into people's minds when the name of your company or your industry is mentioned. It's important all right—because a bad "image" scares away customers and a good one attracts them. But I'd suppose the surest way to get a handsome reflection in a mirror or a camera would be to have an original that is good looking. If corporate reality is sound the image should show it. It is the public relations officer's job to keep the windows clean so the virtues can be seen, but he can display them only if they are there.

This reminds me that a fellow the other day asked this question: What is the duty of a railroad to customers of a money-losing service that the authorities won't allow it to cut off?

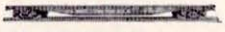
I don't believe the railroad has any *duty* in such a situation—nobody ought to be forced to practice philanthropy. But, from the standpoint of a company's own self-esteem and self-interest, why is the situation here any different from that of a man down on his luck? You don't hold the patches on the fellow's pants against him, as long as he is neat and courteous.



Important Things Are Happening!



70 Ton Capacity
High Side Gondola



70 Ton Capacity
Steel Flat Car

50 Ton Capacity
Steel Sheathed Box Car

At Magor new concepts in design spark the imagination. New materials, new production techniques in the experienced hands of craftsmen create new standards of durability and dependability. They provide you with undreamed of utility in standard, custom built, and special cars. New Magor lightweight steel ore cars and aluminum covered hopper cars are outstanding examples.

The vitality—the creative leadership at Magor solves special problems, meets the need for something better for leading railroads at home and abroad. It has been doing so now for 58 years. Find out for yourself what lies behind this long-standing vote of confidence!

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Barrel Arches Top Big Terminal

TOWING CIRCUIT extends 1,000 ft along the warehouse platform. Entire interior of the building, 104 ft by 1,332 ft, is free of columns.

► The Story at a Glance: Something different has been added to the skyline in East Los Angeles. It's a new Union Pacific freighthouse with a roof consisting of 30 reinforced concrete barrel arches. Built at a total cost of $3 million, the project includes an office building, a salvage building and a block office for the freighthouse, all of reinforced concrete.

The Union Pacific's new freighthouse at East Los Angeles has a reinforced concrete roof only 4 in. thick, even though it has an unsupported width of 104 ft and a length of 1,332 ft.

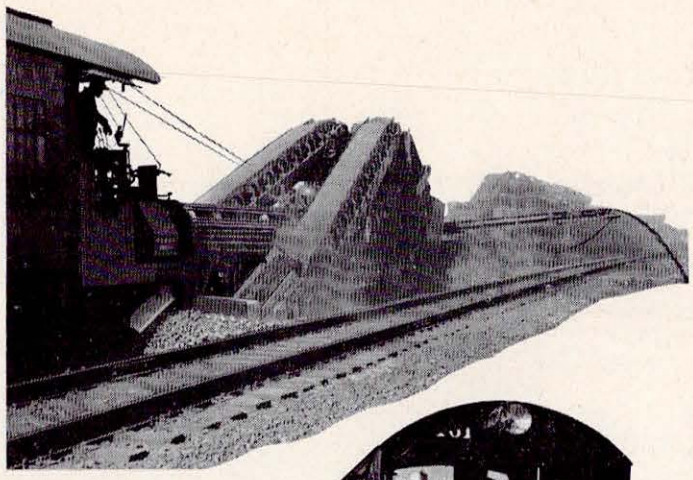
Use of such a thin section is possible because the roof is of the barrel-arch type, consisting of a series of individual arches running transversely to the building. There are 30 such sections. Each has a chord distance of 44 ft and a transverse span of 104 ft. Actually the sections are 117 ft long to allow enough length at one end to provide a canopy 13 ft wide over the loading dock. This structure is said to be the largest barrel-arch structure in the west, perhaps in the

(Continued on page 58)

PROGRESS REPORT

SPENO

Here are the up-to-date facts on the SPENO Ballast Cleaning and the SPENO Rail Grinding Services.



BALLAST CLEANING

SPENO Engineering and Research has developed a superior screening arrangement so that we are now using an improved Ballast Cleaner with greater efficiency.

RAIL GRINDING

Our Rail Grinding Service has been so well received we are now building a *THIRD* Rail Grinding Train to take care of the increased demand.

SPENO is constantly developing means for better service to make sure that the Railroads receive everything they pay for — and more

Just Ask the Railroads That have used us!

CLEARED TO PROGRESS
RI
MEMBER

FRANK SPENO RAILROAD BALLAST CLEANING CO., INC.

Clark Street
East Syracuse, N. Y.

306 North Cayuga St.
Ithaca, N. Y.

BARREL ARCHES TOP BIG TERMINAL (*Continued from page 56*)

entire country. It was designed for the UP by the Leo A. Daly Company, Omaha.

The use of concrete in the freighthouse doesn't stop with the roof: The entire structure, including columns, side walls and platform, is of reinforced concrete. Some parts, including the roof, were poured in place. Others were precast on the site.

Also of reinforced-concrete construction is a two-story office building, 127 ft by 151 ft, at the west end of the freighthouse; a one-story salvage building, 57 ft by 135 ft, at the same end; and a one-story block office, 57 ft by 127 ft, about midway of the freighthouse on the tailboard side. A security storage room for bonded freight is at the west end of the warehouse.

The office building and the block office are air conditioned. Besides the freighthouse staff, the office building houses other departments, such as those of the division superintendent, the division engineer, purchasing, communications, special services and timekeeping.

The new facility was built to replace obsolete facilities and to provide for future growth. It is on Ferguson Drive in East Los Angeles, a short distance from access to the Santa Ana freeway.

The unusual length of the new freighthouse, particularly when compared to its width, was dictated by the fact that it had to be constructed on a comparatively narrow piece of land sandwiched between the railroad's tracks and the thoroughfare paralleling them on the north side. Three tracks enter the building from the east end and extend along the south wall, terminating near the west end. They have a capacity of 80 cars. A ramp and large door at the west end permit trailer freight to be handled to and from flat cars in the building.

The northerly portion of the structure, for practically its entire length, is occupied by a platform about 65 ft wide. The platform is served by an underfloor drag-chain circuit said to comprise the longest platform towing system in the west. Merchandise carried by dollies in the drag-chain circuit is considered to be in "live storage" until the lading is wanted either for loading into a truck or a freight car, depending on whether the shipment is inbound or outbound.

Merchandise is transferred between the platform and trucks through 45 door openings on the north side of the building. Each opening is 20 ft wide and is fitted with an overhead door. Ramps adjustable to different truck-bed heights are provided at four of the doors. A five-ton monorail hoist on an open platform outside the east end of the building handles heavy freight directly between railroad cars and trucks.

In constructing the barrel-shell roof, the contractor, Diversified Builders, Inc., used six sets of movable jumbo forms. Each set included an upper and lower section for each barrel. Starting at the middle of the building and working toward the ends, the forms were moved forward as the work progressed.

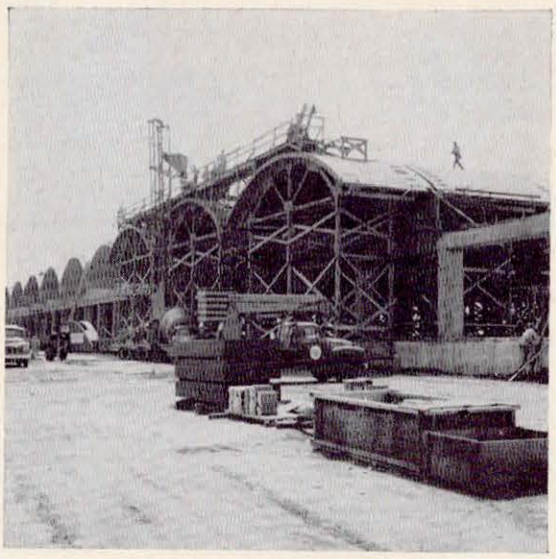
A lightweight aggregate, consisting of an expanded shale from Ventura, Calif., was used in constructing the barrel shells. They were covered with built-in roofing applied over insulation board. An engineer for the designing firm explained that a primary purpose of the insulation board was to facilitate application of the roofing.

Like the barrel shells, the segmental wall sections at their ends were cast in place, also using movable forms. The walls below these sections on the south, or track, side of the building consist of tilt-up concrete panels. For this purpose 60 panels were required, each 7½ ft by 20 ft in size and 8 in. thick. These were cast inside the building in the area where the tracks were laid later.

Structural parts of the office building, including the "waffle"-type floor slabs, are of cast-in-place concrete. This building has a continuous band of fenestration at each floor level. The curtain walls above and below these bands consist of precast concrete panels.

Main entrance for the office building is on the west side of the structure. This side of the building features a series of precast concrete fins placed vertically between the windows. Extending from the ground level to the roof parapet, the fins are 5 in. thick, 22 in. wide and 29 ft high. They have a decorative effect and also give protection from the sun.

▲ **TERMINAL** extends along UP's main line in East Los Angeles near passenger station. Walls of office building are pre-cast concrete panels with ceramic veneer.



MOVABLE FORMS were used in placing concrete for the barrel shells. This work started at center of building, was carried in both directions toward the ends. ▶

AIR CONDITIONING SYSTEMS by "Safety" LEAD THE FIELD IN PERFORMANCE.....

The efficient, dependable performance of an Air Conditioning System depends on its motors and related controls for continuity of service . . .

"SAFETY" MOTORS are an integral part of all "Safety" Air Conditioning components. They are designed specifically for railroad service . . . to insure maximum efficiency with low wattage consumption . . . thus differ materially from commercial equipment designed for general uses . . .

"SAFETY" CONTROL PANELS . . . compact and simplified . . . assure ideal compressor motor starting and running performance.

A complete **AIR CONDITIONING SYSTEM . . . by "SAFETY" . . .** including

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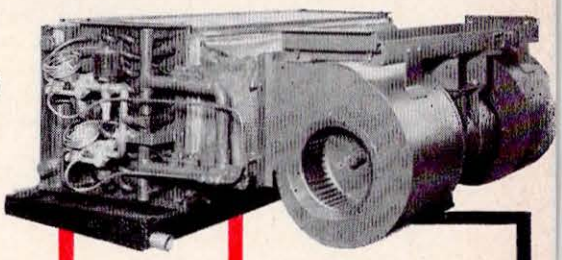
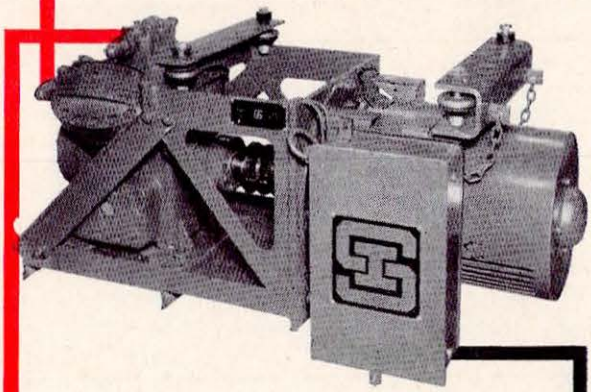
- evaporative or air-cooled condenser
- overhead evaporator unit
- motor control panel

assures the railroad of "Safety's" undivided responsibility for the proper performance of the *entire* air conditioning system.

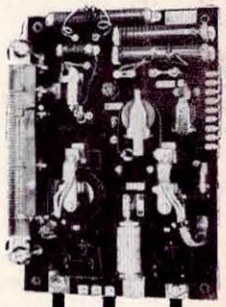
In addition to standard Air Conditioning equipment, SAFETY has a complete line of ceiling and package-type air conditioners designed for special types of cars and conditions. May we send further information?



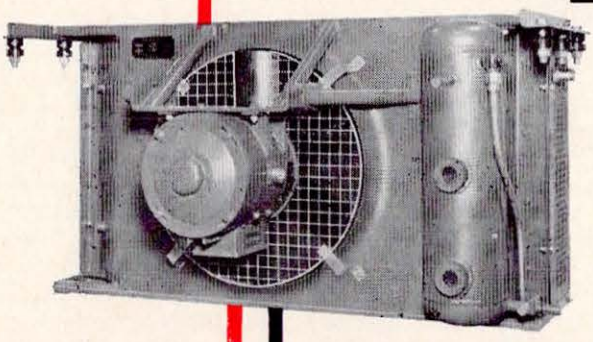
"SAFETY" OVERHEAD EVAPORATOR UNIT



"SAFETY" DIRECT DRIVEN COMPRESSOR



"SAFETY" MOTOR CONTROL PANEL



"SAFETY" AIR COOLED CONDENSER

Safety ELECTRICAL EQUIPMENT CORP.

FORMERLY ELECTRICAL DIVISION OF SAFETY INDUSTRIES, INC.

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Factory and Offices: 1187 DIXWELL AVE., NEW HAVEN 14, CONN.

"SAFETY PRODUCTS INCLUDE: Air-Conditioning Equipment • Genemotors • Generators • Fans • Regulators • Blower Units Switchboards • Motors • Motor Alternators • Dynamotors • Motor Generators • Dual Voltage MG Sets

SHOULD RRs PAY TRAVEL AGENTS? (*Continued from page 36*)

They would merely be order-takers for those persons who came into their offices to purchase transportation instead of going to a railroad or Union Station ticket office. Unless we gave them a block of tickets to sell (which would be the next step and result in complications I will mention later) they would have to go to the railroads to pick up the transportation for their clients—railroads would have the same amount of work to perform, and incur the same expense—and the travel agent would collect commission for merely being the "messenger" or intermediary between patron and railroads.

Travel agents undoubtedly would, as they have done for the airlines, contact industries and offer to handle their transportation to the end of increasing their commissions from railroads. But that would not be *new* business or business *created* by the travel agents' efforts. It would again merely be a diversion of railroad clients to the travel agents with no lessening of work or expense to the railroads. The travel agents would collect commissions for being the intermediary, as in the preceding example.

As to reservations, which are far more complicated than airline in the far-flung railroad industry, travel agents would not attempt to obtain or spend their money wiring for space. They would merely pick up the telephone and have the railroads do it (as they do now). More likely, they would tell the passenger to pick up his space beyond the terminal or for the return trip when he arrives at his destination. So long as travel agents got the commission on the round trip rail fare, they would not consider it worth their while to go to the trouble and expense of obtaining Pullman space on an extended trip. That brings us to what probably would be the most serious situation from the standpoint of both railroads and public.

There are many tour operators in most large cities. To place themselves in a preferred position to sell rail transportation and collect maximum commission, they would have to have preferred sleeping car accommodations (principally bedrooms) immediately available to them. It would not only be to the travel agents' best interests, but probably a matter of self-preservation. Each travel agent would tie up as much space as he could get his hands on, not only to place himself in a position to compel patrons to come to his office, but to preclude his competitor from getting space and thereby restrict competing tour agents' ability to sell.

You are probably aware of the situation that developed during the war when the demand for space exceeded the supply. In many instances the public was forced to go to travel agents and pay them a fee to buy the space it could have obtained from railroads without cost, had the railroads not lost control of their own space by reason of the travel agents tying it up for their selfish use.

You will recall there was considerable investigation into the "scalping" of space that eventually led to the regulations covering the length of time advance reservations could be made, the automatic cancellation of space on a time limit, and limitations on refunds on a time-scale basis. I'm sure you can visualize the chaotic situation that could and probably would develop in that respect.

I have gone to considerable detail to outline the most prominent phases of this subject. It would take many more pages to explore all the eventualities in their entirety. However, the last part of your last question, in my opinion, is the predominant one in a nutshell—not "how much commission would be paid" (that could be negotiated)—but the travel agents' ability "to deliver new business." The question is: "What new business?" What could or would travel agents do to create new business that railroads haven't done or could do themselves? What services could or would travel agents perform for the traveling public that railroads haven't done or could do themselves? If there were some way to determine what would constitute new business, I would be the first to recommend compensating the travel agents well for such new business as they would produce by their efforts.

We realize the travel agents—and they admit it—sell air travel preferably—primarily, of course, but not necessarily entirely, because of the commission. Not long ago there were no airline ticket offices. The public had to go to the travel agents to get an airline ticket, and it has gotten into that habit. Unless they want an all-expense tour or some other *promotional* service of the travel agents, very few rail passengers go to travel agents' offices for transportation. If they want rail travel, they go to railroads to get it. Railroads can and will service them as well or better than any travel agent could or would, even with commission. On the other hand, if a man wants to fly the travel agents will sell him plane tickets. We could not realistically expect them to try and sell their airline clients rail transportation instead.

The only way we could attempt to influence them to do so would be to pay them a higher commission than airlines pay. Travel agents would immediately seize that opportunity to play the two modes of transportation against each other to get high commissions from both of them. The ability of airlines to pay higher commissions if forced to do so runs to subsidies and user costs the government and taxpayers contribute. I will not go into that phase of the situation . . . So the *new* business the travel agents talk about is not going to come from their established airline clientele. I ask again, where is this new business going to come from?

I certainly cannot blame travel agents for attempting to prevail upon railroads to pay them commission on every rail ticket they sell. It would certainly be a bonanza to travel agents. Last year, revenue from passengers carried by all Class I railroads amounted to $526,478,189—at 10% that would be $52,647,818 to be paid to the travel agents; at 5% it would be $26,323,909. I cannot personally conceive that travel agents could produce a volume of *new* business in sufficient volume to offset that dissipation of our revenue.

I realize, of course, it is not entirely realistic to use the total revenue figure, because some railroad patrons would still purchase their transportation at local or Union Stations, even if there were no railroad City Ticket Offices. But the calculation is relative. It is also possible that paying the travel agents commissions for handling rail transportation—asuming they would completely service the patrons, including wiring for accommodations, etc., as previously outlined, there could be a saving to the railroads in abolishment of all City Ticket Office facilities. But there again, economics would be involved, and labor complications.

From replies you receive from other railroads you might be able to segregate that portion of total ticket sales that travel agents might be expected to handle and the amount of compensation railroads would have to pay them.

I hope you can develop what the potential of *new* business would amount to as a comparable offset, and what I am particularly interested in is the big question: "Where is this new business going to come from?" [*These comments came from a passenger officer of a large railroad, who prefers not to be identified by name.—Editor*]

THRIFTY TRAVELERS GO THRIFT-T-SLEEPER TO COLORADO

Round Trip Fare Example!

between **ST. LOUIS** and **DENVER** only **$50.25***

INCLUDING UPPER BERTH BOTH WAYS

(Lower Berths, Bedrooms and Drawing Rooms also available)

Another Sleep 'n Save Service! *Between* **SAN ANTONIO** and **WASHINGTON, D.C.**

only **$62.95*** *(one way) by private room SLUMBERCOACH*

*via Mo-Pac Texas Eagle and B&O National Limited (*Similar low fares between all intermediate stations)*

MISSOURI PACIFIC LINES

MISSOURI PACIFIC ALSO FEATURES:

• Everyday Family Fares • Low-cost Sleepers • Economical Coach Fares • Piping-hot Tray Meals — Breakfast 75c, Lunch or Dinner $1.00 • Dome Coaches, no extra fare. • Complimentary Coffee 10 A.M. and 3 P.M.

R. J. McDERMOTT, *Gen. Passenger Traffic Mgr.*
1601 Missouri Pacific Bldg., St. Louis 3, Mo.

People in the News

CANADIAN PACIFIC.—James Masters, assistant vice president—finance, Montreal, promoted to vice president—finance, succeeding **Laurence B. Unwin,** who retires May 31.

CHESAPEAKE & OHIO.—John F. Kerslake, treasurer, promoted to assistant vice president-treasurer. **John G. Lamb,** assistant to treasurer, named treasurer. **Norman G. Halpern,** personnel officer, named general staff officer, succeeding **Hays T. Watkins, Jr.,** appointed assistant treasurer.

W. C. Brown, assistant terminal trainmaster, Russell, Ky., promoted to terminal trainmaster there, succeeding **H. L. Williams,** retired. **Edmond Burton** replaces Mr. Brown.

Larry F. Grabowski, assistant general superintendent—costs, Huntington, W.Va., appointed senior consultant—revenue research, Cleveland.

A. F. Docktor, appointed assistant employee relations officer, Cleveland. Mr. Docktor was formerly in the office of the vice president in charge of passenger traffic and labor relations.

James Masters
CPR

George E. Miller
SP

Peter J. Salerno
Stiles

T. M. Thompson
GATC

G. E. Everett
GATC

Charles R. Lewis
Sparton

G. H. Chabot, assistant engineer, Richmond, Va., appointed assistant to chief engineer there.

CHICAGO & NORTH WESTERN.—Francis V. Koval appointed to the newly created position of director of commuter and passenger services, Chicago, in addition to his duties as assistant to president in charge of public relations.

FRISCO.—The following appointed assistant superintendents: **B. J. Lutzenberger,** Kansas City and Ash Grove subdivisions, including Fort Scott Yard—general agent, Fort Scott, Kan.; **T. M. Galloway,** Birmingham subdivision, including Amory Yard, Amory, Miss; **L. T. Ables,** Cherokee and Oklahoma subdivisions, excluding Oklahoma City Yard, Tulsa, Okla. **R. L. Buchanan** and **T. F. Norvell** named terminal trainmasters, Birmingham, Ala., and Kansas City, Mo., respectively. **J. M. Ward** appointed trainmaster, River division, Chaffee, Mo. **J. M. Godfrey** named assistant superintendent terminals, St. Louis.

GREAT NORTHERN.—E. F. McGuire, general freight agent, Seattle, named assistant western traffic manager there. **George B. King,** assistant freight traffic manager, rates and divisions, retired April 30. **P. F. Connolly,** assistant general freight agent, Seattle, appointed general freight agent, rates and divisions at that point. Mr. Connolly's successor is **John F. Dexter,** assistant to the general freight agent, Seattle. **C. J. Hockaday,** assistant to the general freight agent, appointed assistant to the general freight agent, rates and divisions, and **R. J. Stangel,** assistant to the general freight traffic manager, St. Paul, named assistant to the general freight agent, both at Seattle.

ILLINOIS CENTRAL.—G. F. Richardson appointed supervisor of employment, Chicago.

MILWAUKEE.—Jacob Jacobson, data processing manager, Chicago, appointed auditor of freight accounts there, succeeding **W. H. Nickels,** retired.

Glenn J. Edwards, assistant general agent, Chicago, appointed district freight and passenger agent, Cedar Rapids, Iowa. **John Cerri,** chief clerk to the assistant freight traffic manager, Chicago, named assistant perishable freight agent there.

MISSOURI PACIFIC.—William F. Niemann, general freight agent, and **Joseph C. Foshage,** assistant general freight agent, St. Louis, retire May 30.

MONON.—V. C. Golden, superintendent, motive power and equipment, Lafayette, Ind., appointed assistant general manager there, replacing **T. V. Sherrier,** named general manager. Mr. Golden will retain supervision over motive power and equipment.

Adrian R. Voiss, general agent, Kansas City, Mo., transferred to Milwaukee, Wis., replacing **Alvin G. Manske,** named a staff consultant. Mr. Voiss' successor is **Gene P. Aloisio,** district freight agent, Chicago.

PENNSYLVANIA.—G. W. Ballinger, passenger representative, Buffalo, N.Y., named public relations representative, Northern region, Buffalo, succeeding **Cecil G. Muldoon, Jr.,** named manager public relations at New York (RA, May 9, p. 26).

F. W. Konze appointed district sales manager, Chicago.

PIEDMONT & NORTHERN.—E. E. Culbreath, assistant general freight agent in charge of sales and service, Charlotte area, promoted to general freight agent, succeeding **D. V. Shippey,** who replaces Mr. Culbreath.

George Wilson, Jr. has joined the P&N as an assistant to chief engineer.

PITTSBURGH & WEST VIRGINIA.—Stanley L. Simpson, assistant chief clerk—purchases, appointed purchasing agent, Pittsburgh, Pa., succeeding the late **Marquis L. Bishop.**

ROCK ISLAND.—J. R. Osman, master mechanic, Silvis, Ill., appointed general superintendent of motive power Chicago.

H. A. Kruse, Jr. appointed general agent, Philadelphia, Pa. **G. L. Marklein** named general agent, Buffalo, N.Y.

Ed Wojtas appointed public relations assistant.

SANTA FE.—D. R. Weems, superintendent of communications, Amarillo, Tex., transferred to Topeka, Kan., succeeding **E. K. Metzdorf,** retired. **M. D. Breeden,** communications engineer, Los Angeles, promoted to telegraph engineer, Chicago, succeeding **Joseph H. Nail,** who replaces Mr. Weems. **J. A. McCulloch,** assistant engineer, Chicago, promoted to telephone engineer there.

SOUTHERN.—Earl L. Dearhart, Jr., assistant general freight and passenger agent, Anniston, Ala., appointed assistant to vice president, Washington, D.C., succeeding **William C. Richardson** (RA, May 2, p. 35).

J. N. Black, assistant auditor for computer accounting, Atlanta, Ga., promoted to auditor of passenger accounts there, succeeding **J. H. Scott,** who retired April 30.

SOUTHERN PACIFIC.—George E. Miller, traffic manager, SP Lines in Texas and Louisiana, Houston, Tex., appointed general traffic manager there, to succeed **L. A. Brockwell,** retired (RA, May 2, p. 35). **George E. Scholibo,** manager of industrial development, and **Joseph Spear,** assistant traffic manager, named assistant general traffic managers, Houston. **Charles W. Murrell,** assistant to traffic manager, replaces Mr. Scholibo. **Henry Best** and **Roy A. Cooper,** assistant traffic managers, named traffic manager, rates and divisions, and traffic manager, Central division, respectively. **Howard F. Dennis** assigned additional duties on his present assignment of assistant to traffic manager. **H. G. Oliver,** district freight and passenger agent, San Antonio, Tex., transferred to Houston, replacing **E. L. Bourg,** appointed special assistant. Mr. Oliver's successor is **W. W. Guinn,** district freight and passenger agent, Beaumont, Tex., who in turn is succeeded by **Merle Kelly.**

OBITUARY

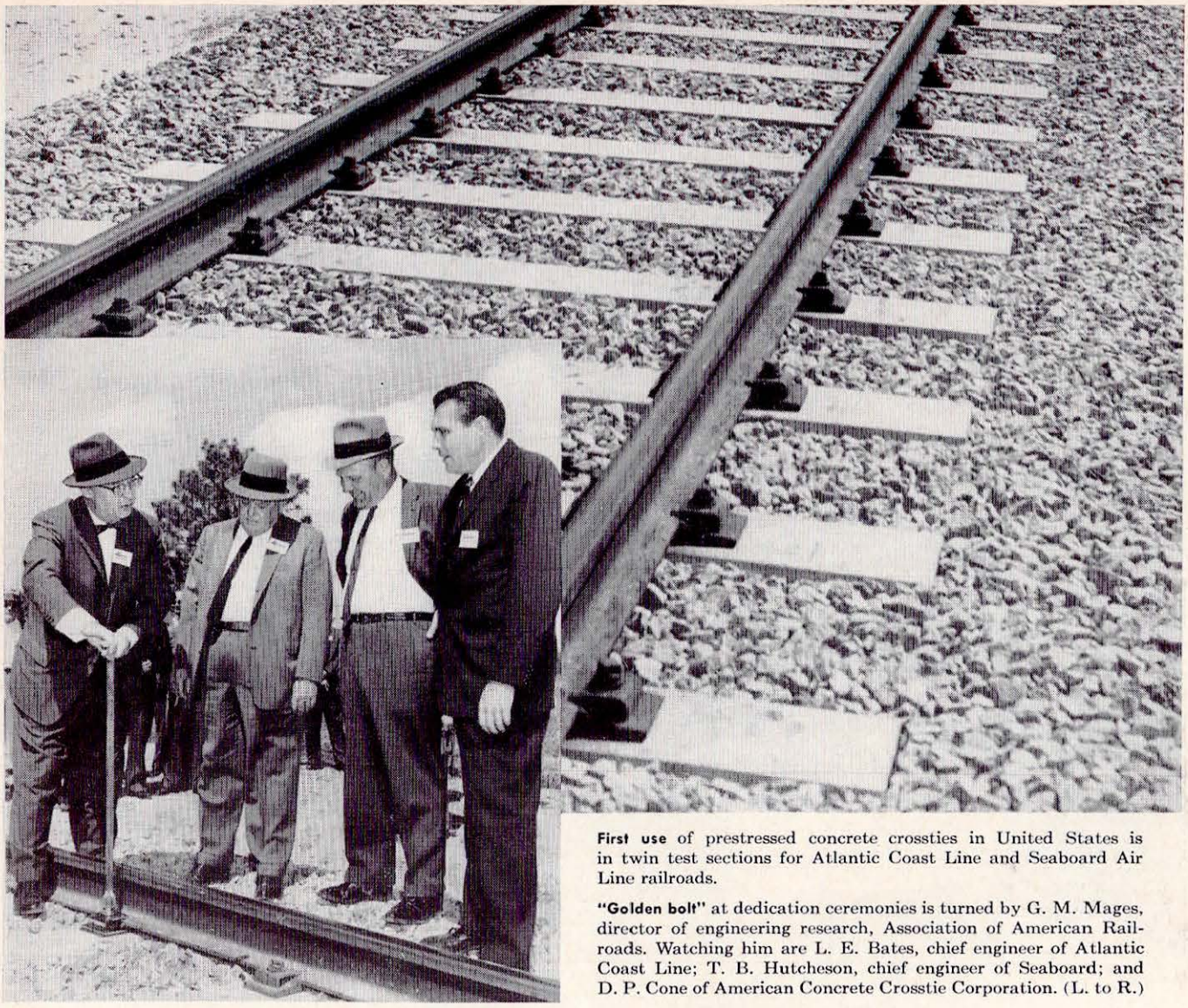
Alvin G. Britzius, 52, staff assistant to the vice president in charge of labor relations, **Milwaukee,** died May 5 in his office at Chicago.

Supply Trade

Peter J. Salerno named vice president in charge of sales for the **T. George Stiles Co.,** Arlington, N.J. Mr. Salerno was formerly sales representative specialist in railroad sales along the Eastern Seaboard for the **Okonite Co.,** Passaic, N. J.

T. M. Thompson, vice president in charge of the tank car leasing division of **General American Transportation Corp.,** has been elected president, to replace **W. J. Stebler,**

(Continued on page 64)



First use of prestressed concrete crossties in United States is in twin test sections for Atlantic Coast Line and Seaboard Air Line railroads.

"Golden bolt" at dedication ceremonies is turned by G. M. Mages, director of engineering research, Association of American Railroads. Watching him are L. E. Bates, chief engineer of Atlantic Coast Line; T. B. Hutcheson, chief engineer of Seaboard; and D. P. Cone of American Concrete Crosstie Corporation. (L. to R.)

Congratulate these progressive railroaders!

New concrete ties promise significant advance in railroading

Seaboard's main line trains now roll with new comfort and smoothness on a quarter-mile test section east of Tampa—where continuous welded rails are bolted to ties of prestressed concrete. And the Atlantic Coast Line Railroad has a section just like it near Four Oaks, North Carolina.

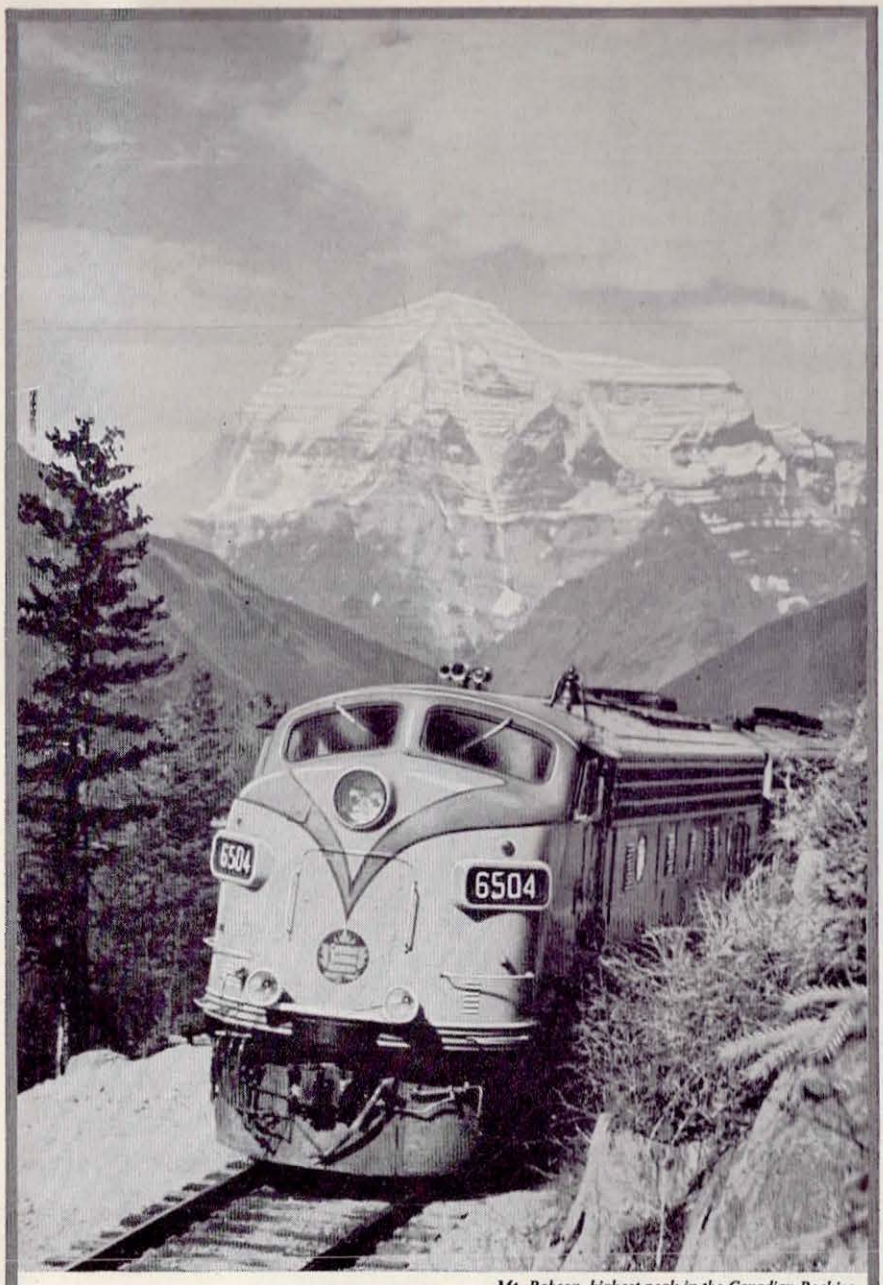
Advances in concrete design make such a new era in railroad construction possible. First, there is "prestressing." High-tensile steel wires, given a giant stretch, are imbedded in the concrete ties. The wires, trying to pull back to their original length, give the tie a powerful squeeze that dramatically increases its rigidity. Also, wider spacing is possible, so that 2 concrete ties do the job of 3 conventional wood ties.

Then there is "air entrainment." Billions of minute air bubbles in the concrete give built-in weatherproofing, protect against damage from freezing and thawing, resist the action of brine solutions. That's why engineers estimate that concrete ties will last far longer than conventional ties and cost far less to maintain.

With increasing use of welded rail, the greater weight of concrete ties improves track stability. These ties will bring a smoother ride and important money savings, too.

PORTLAND CEMENT ASSOCIATION
A national organization to improve and extend the uses of concrete

MODERN Concrete



Mt. Robson, highest peak in the Canadian Rockies

WE'LL HELP PLAN YOUR TOUR

ACROSS CANADA AND THE U.S.

- **Tour the spectacular Canadian Rockies and Jasper National Park**
- **Visit some of Canada's most colorful cities, including Vancouver, Montreal, Ottawa, Toronto and Quebec**
- **Plan your own return route through the U.S.—perhaps via Glacier, Yellowstone, Yosemite, or the Grand Canyon**
- **Travel in relaxed, carefree comfort with Canadian NATIONAL Railways**

Travel through scenic Canada, visiting colorful cities—the Canadian Rockies and Niagara Falls along the way, and then return via places in the United States you've always wanted to see! Canadian NATIONAL Railways will be happy to help you plan your Grand Tour and take care of all the details. See your travel agent for full information or contact Canadian NATIONAL Railways. Offices in principal U.S. cities.

ONE OF MANY MAPLE LEAF VACATIONS OFFERED ONLY BY CNR

CANADIAN NATIONAL RAILWAYS

SUPPLY TRADE

(*Continued from page 62*)

retired. Mr. Stebler will remain on the board of directors and continue as assistant to the chairman of the board. **G. E. Everett,** sales manager, tank car division, succeeds Mr. Thompson.

Charles R. Lewis has been appointed manager of sales of **Sparton Corp.,** Jackson, Mich. Mr. Lewis was formerly general sales manager, Liquid Carbonic Division, General Dynamics Corp., Chicago.

Walter F. Gips, Jr., has been elected president of **Luminator, Inc.,** Chicago.

The **Railroad Products Division of Servo Corp. of America,** Hicksville, N.Y., has taken over the manufacture and marketing of Sperry Products Co.'s complete line of railroad communication systems, including types FE and SP radio equipment.

Electro-Motive Division of General Motors Corp. has announced appointment of the following parts sales representatives: **Duane O. Broks,** Jacksonville, Fla.; **Bruce C. Burdick** and **Melvin A. Hiter,** New York: **Henry M. Garvey,** Chicago; **Ivan E. Rice,** San Francisco. **Allan A. Michels,** manager of the educational section, has been named regional service manager, to replace **W. A. Turner,** retired.

Franklin M. Finsthwait has been appointed district sales manager of the **Griffin Wheel Co.** at New York. Before joining the Griffin sales organization, Mr. Finsthwait had been representing Griffin through the Seaboard Sales Corp., which he formed in 1956 to represent manufacturers in the railway supply field. Prior to 1956 Mr. Finsthwait was associated with the Linde Co., division of Union Carbide Corp., as eastern manager, railway sales.

The advertising department of **Linde Co., Division of Union Carbide Corp.** has moved from 420 Lexington Avenue to 7th floor, 270 Park Avenue, New York 17.

H. E. Hanson has been named vice president of **Fairbanks, Morse & Co.,** and general manager of the Beloit, (Wis.) division. Mr. Hanson has been acting manager of the division since January. **Ervin L. Dahlund** has been appointed general manager of the D.C.L. Group (Diesel Engines, Compressors, Locomotives) of **Fairbanks, Morse & Co.** Mr. Dahlund was formerly director of engineering, Albuquerque division, **ACF Industries, Inc.**

Jameson Chemical Co., 154 East Erie Street, Chicago, appointed distributors to the railroad and transportation industries for the Presstite Division of **American Marietta Co.,** manufacturers of Presstite Sealing compounds.

Arnold Pearson staff engineer, southeastern district, **Automatic Electric Sales Corp.,** Atlanta, Ga., has been appointed southeastern district manager there, succeeding **Alvin C. Stratton,** retired.

James F. Garland has been appointed corrosion engineer for **A. M. Byers Co.,** Pittsburgh, Pa.

Herbert L. Martin has been appointed field representative for the **Arcair Co.** in the central United States.

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This latest development in Pittsburgh's famous CARHIDE railway finishes gives improved appearance and extra years of protection with substantial savings in labor and materials.

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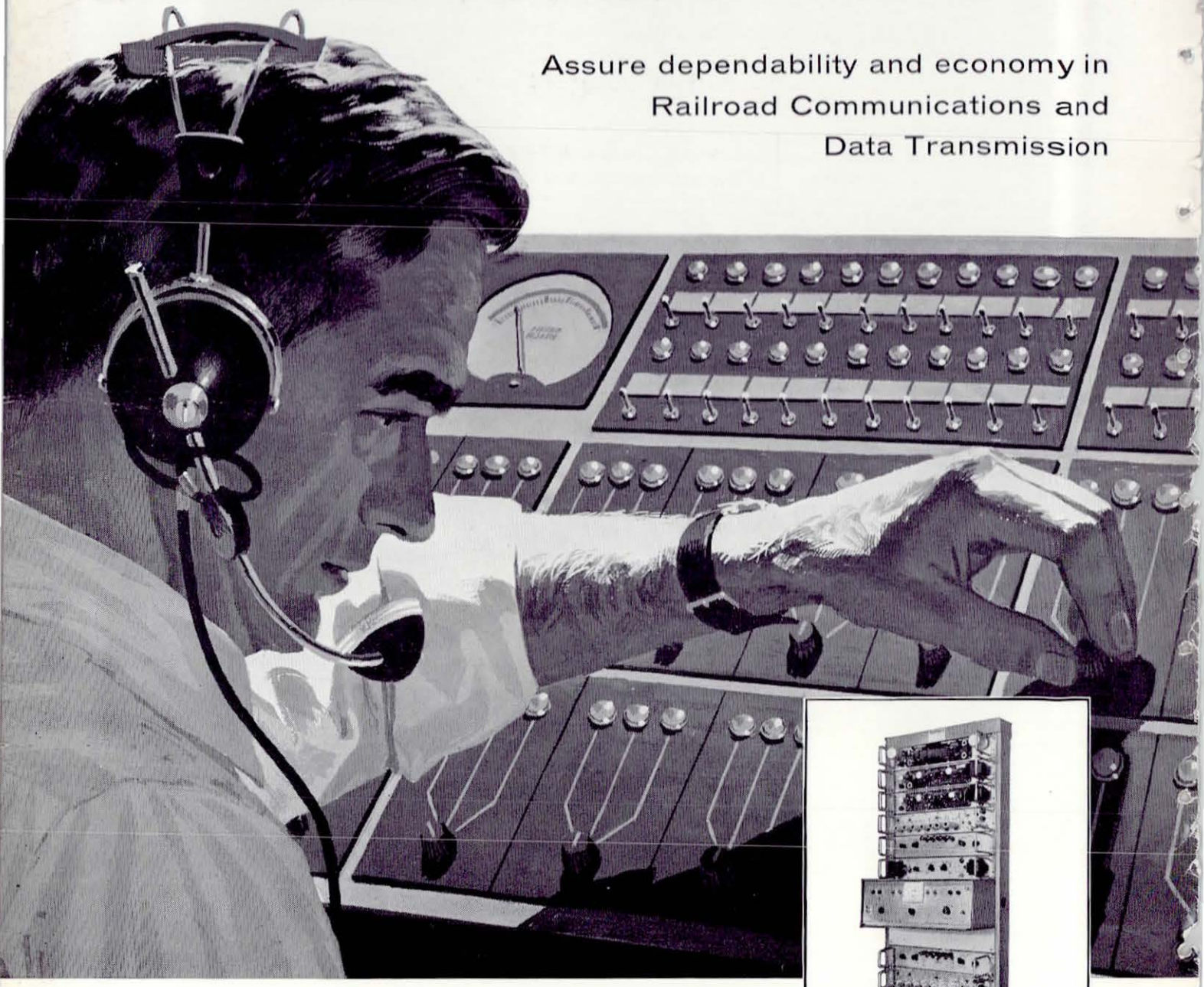

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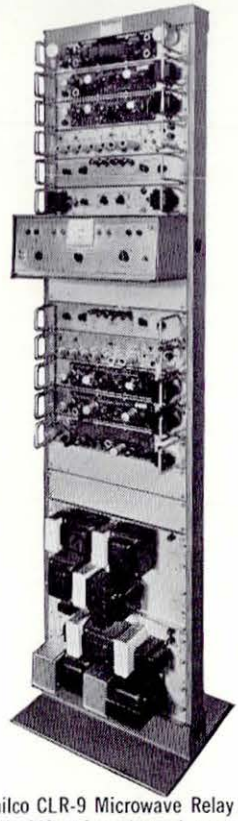

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MARKET OUTLOOK *at a glance*

Carloadings Drop 0.2% Below Previous Week's

Loadings of revenue freight in the week ended May 7 totaled 641,703 cars, the Association of American Railroads announced on May 12. This was a decrease of 1,568 cars, or 0.2%, compared with the previous week; a decrease of 36,457 cars, or 5.4%, compared with the corresponding week last year; and an increase of 106,124 cars, or 19.8%, compared with the equivalent 1958 week.

Loadings of revenue freight for the week ended April 30 totaled 643,271 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, April 30

District	1960	1959	1958
Eastern	93,391	99,427	82,800
Allegheny	117,619	124,440	90,090
Pocahontas	54,155	55,052	41,846
Southern	119,033	121,178	103,609
Northwestern	98,678	102,295	64,383
Central Western	110,587	119,405	104,680
Southwestern	49,808	54,397	45,797
Total Western Districts	259,073	276,097	214,860
Total All Roads	643,271	676,194	533,205
Commodities:			
Grain and grain products	45,779	47,406	48,054
Livestock	4,902	6,447	6,255
Coal	106,493	106,543	86,634
Coke	9,225	10,914	5,000
Forest Products	40,579	41,684	33,334
Ore	66,850	60,907	16,590
Merchandise l.c.l.	36,715	42,117	45,536
Miscellaneous	332,728	360,176	291,802
April 30	643,271	676,194	533,205
April 23	625,374	649,319	533,851
April 16	622,635	634,848	534,507
April 9	598,384	619,268	521,160
April 2	598,031	590,592	516,247
Cumulative total, 17 weeks	10,067,260	10,137,382	9,143,747

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended April 30 totaled 11,129 cars, compared with 8,312 for the corresponding 1959 week. Loadings for 1960 up to April 30 totaled 177,072 cars, compared with 125,315 for the corresponding period of 1959.

IN CANADA.—Carloadings for the 10-day period ended April 30 totaled 90,056 cars, compared with 59,614 for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
April 30, 1960	90,056	34,150
April 30, 1959	99,598	37,465
Cumulative Totals		
April 30, 1960	1,125,436	504,597
April 30, 1959	1,136,261	477,342

New Equipment

FREIGHT-TRAIN CARS

► *Chesapeake & Ohio.*—Ordered 25 covered hopper cars from General American at a base unit cost of $13,200. Delivery is scheduled for third quarter.

► *Chicago & Eastern Illinois.*—Ordered 33 50-ton DF box cars from Pullman-Standard for third-quarter delivery.

► *E. I. du Pont de Nemours.*—Ordered 100 70-ton covered hoppers from General American.

FREIGHT-TRAIN CARS—SPECIAL

► *April Bad Order Ratio 1.2% Lower Than Last Year.*—Class I roads on April 1 owned 1,675,863 freight cars, 41,250 less than a year ago, according to AAR report summarized below. Bad order ratio was 1.2% lower than April 1, 1959.

	April 1, 1960	April 1, 1959	Change
Car Ownership	1,675,863	1,717,113	—41,250
Waiting repairs	126,537	150,759	—24,222
Repair ratio	7.6%	8.8%	— 1.2%

PIGGYBACK

► *Trailer Train Co.*—Ordered 500 85-ft piggyback flat cars for delivery in June and July at an approximate cost of $7,550,000. ACF will build 250 cars, Pullman-Standard 150, and Bethlehem Steel 100.

PASSENGER-TRAIN CARS

► *Toronto Transit Commission.*—Is inquiring for 40 to 50 rapid transit cars (20 to 25 two-car units). Sealed bids must be at the TTC's office, 1900 Yonge St., Toronto, by Aug. 22.

LOCOMOTIVES—SPECIAL

► *Locomotive Ownership and Condition.*—Class I roads owned or leased 28,263 diesel units on April 1, an increase of 458 units over April 1, 1959, according to AAR quarterly summary; steam locomotive ownership was reduced by 679.

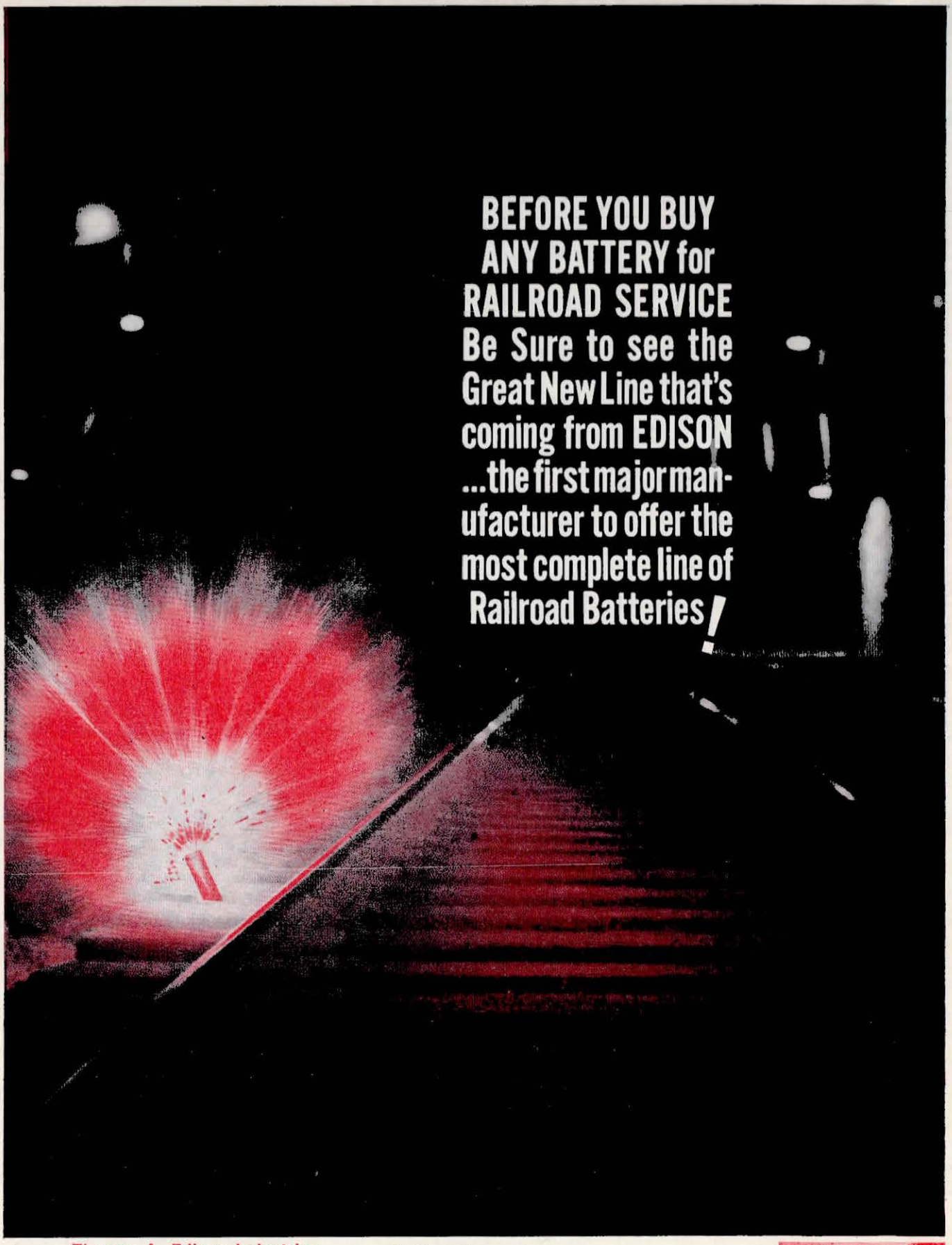
	Owned or Leased April 1		Stored Serviceable April 1		Waiting Shops April 1	
	1960	1959	1960	1959	1960	1959
Diesel (Units)	28,263	27,805†	307	302	1,487	1,472
Steam (Locomotives)	519	1,198	186	404	256	548
Electric (Units)	502	558	59	51	57	101
Gas Turbine-Electric	38	32*	—	—	4	—

† Revised
* Formerly included with Diesels

FOREIGN

► *Federal Railway Network of Brazil.*—Ordered 32 diesel-electric locomotives from General Motors Overseas. The units (16 of 1,425 hp, 16 of 950 hp) will be built by EMD at LaGrange, Ill. Purchase was made possible with a credit from the Export-Import Bank. New order brings to 92 the number of GM locomotives scheduled for shipment to Brazil this year. Upon completion of the order a total of 291 GM locomotives will be in operation in Brazil.

a RAILWAY AGE time-saver page



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Unions Ask Tank-Truck Probe

A fiery tank truck-train collision in California March 1 brought immediate demands from railroad union chiefs for restrictions on the movement of inflammable and explosive cargoes over highways. Last week the unions made their first formal move in this direction.

In a petition filed with the ICC May 10, the five operating brotherhoods asked the Commission to conduct a "general investigation" of tank truck-train accidents to determine what preventive action the ICC should take.

Two recent accidents were cited in the petition. The first occurred March 1 near Bakersfield, Calif., when the Santa Fe's east-bound "San Francisco Chief" crashed into a loaded fuel oil truck at a crossing (RA, March 7, p. 36). The resulting fire caused the death of the train's engineer and fireman, the truck driver and 11 other persons.

The second accident occurred March 5 near Chanute, Kan. (RA, March 14, p. 61). A Katy freight train collided with a gasoline-loaded tank truck, killing the engineer and fireman.

The unions' petition noted that the ICC is "the federal agency clothed with power over, and primary responsibility for, the safety of equipment and the safety of operations of trains and motor vehicles operating in interstate commerce, in carrying both persons and property. . . . The Commission has full power to conduct whatever general or other investigation may be necessary to develop and document facts necessary to its action, and has full power under existing law to specially classify vehicles carrying dangerous commodities and to prescribe such special rules, regulations or other practices as may be necessary to assure the safety and protection that may be required in the light of the movement of such dangerous cargoes."

The petition pointed out that "there are no special requirements for qualifications of drivers" handling inflammable cargoes, and "no special supervision over their adherence to safe operating practices; insurance requirements are the same despite a wide differential in potential damage; and no effective special requirements as to routes to be followed to minimize the consequences of accidents are applied."

"It is obvious," said the petition, "that the public safety and the safety of the employees of carriers operating trains and motor vehicles, as well as the safety of passengers carried in trains, busses and other motor vehicles, require supervision and regulation of operations of vehicles carrying dangerous commodities more exacting and comprehensive than the supervision and regulation reasonably required of vehicles carrying commodities not inherently dangerous and require insurance coverage in amounts greater than reasonably necessary for such other vehicles."

The brotherhoods said the requested investigation may eventually require a Congressional appropriation, but added: "The hazard is continuous and the need for any effective remedy is here and now. Decision to conduct the requested proceeding and its actual inauguration should not await formal appropriation of funds by Congress."

The petition was signed by H. E. Gilbert, president of the Brotherhood of Locomotive Firemen & Enginemen; Guy L. Brown, Chief Engineer of the Brotherhood of Locomotive Engineers; W. P. Kennedy, president of the Brotherhood of Railroad Trainmen; J. A. Paddock, president of the Order of Railway Conductors and Brakemen; and Neil P. Speirs, president of the Switchmen's Union of North America.

Pennsy Still Looking for Mate

Some 1,100 Pennsylvania stockholders, filling the Grand Ballroom at Philadelphia's Sheraton Hotel for the May 10 annual meeting, heard company officers express both optimism (legislative reforms seem closer; piggyback continues to grow) and pessimism (any increased labor costs will deal a severe blow).

Chairman J. M. Symes and President A. J. Greenough reaffirmed their strong advocacy of mergers—those now under consideration by other roads as well as possible tie-ins with PRR. But Pennsy is not now a party to any merger talks—and Mr. Greenough told Railway Age that contrary to any rumor, New York Central had not reopened merger talks with PRR, though he wished they would. In answer to a stockholder's suggestion that PRR merge with the Santa Fe, Mr. Symes said that both roads would suffer in traffic relationships with connecting lines in Chicago. He noted that economies in an end-to-end merger are very small anyway compared to mergers of parallel roads.

Stockholder Lewis Gilbert was present with his perennial proposal against a staggered directorate; against extension of stock options in their present form; and for an independent audit of the company's books. Otherwise, vocal stockholders were complimentary of Pennsy's management team.

Kennedy Shuns Pessimism

BRT President W. P. Kennedy is taking an optimistic slant on automation's effect on the railroads and railroad jobs. He cited technological advances made thus far, then told a meeting of Trainmen's Lodge 160 (in Philadelphia) that "No, it is not the end of automation that is in sight ahead for us. It is the fact that even with all the billions of dollars invested in new technology which rail management can put to work to take our jobs, more work on the railroads is in sight. For no matter how much of our tax dollars are used to keep the planes flying or to maintain smooth highways for the trucks to travel, we still need more railroad trains in freight and passenger service."

Mr. Kennedy bore down heavily on the passenger service angle, and came up with a three-point program along the lines which rail labor organizations have explored previously:

- Revision of the 1958 Transportation Act to eliminate the train-off provision.
- Expansion of the "public service passenger corporation" idea developed in Philadelphia.
- Approval of Senate Bill 3278, which embodies some of the suggestions made by a group of mayors and rail officers for improvement of transport policy, more equitable taxation and improvement of mass transportation facilities and services.

(The four-point agreement reached by the mayors and the railroad officers specifically cited the possibility of loans, where necessary, to municipalities or other publicly constituted bodies; and suggested a study of grants-in-aid to communities or duly constituted public bodies which have a sound plan for improvement of mass transportation facilities (RA, Dec. 7, 1959, p. 9). At no point in his prepared text did Mr. Kennedy propose direct federal aid to railroads providing the service.)

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You Ought To Know...

Joint rail-barge rates have been published by the C&EI and the Ohio River Co., effective June 1. Subject to a 5,000-ton minimum, a joint rate of $3.33 per net ton will apply on eastern coal moving through Huntington, W. Va., to points in the Chicago switching district via Mt. Vernon, Ind.

Optimism on merger plans was expressed by both Rock Island President Downing B. Jenks and Milwaukee Board Chairman Leo T. Crowley at stockholder meetings last week. Said Mr. Crowley: "Studies are progressing rapidly and we confidently expect that when completed, they will show savings and benefits beyond those listed in the preliminary survey." Mr. Jenks noted that "the climate for mergers is improving. We think chances for ICC approval are quite good."

A $4.5 million modernization program is planned by New York Central for its West 60th Street freight yard in New York City. Project will include construction of a new 1,300-car classification yard. Work is to be completed by the end of this year. Major portion of new and relocated track to be installed will be laid in 39-ft prefabricated panels. The new yard complex will cover 40 acres. Operations now carried on at St. John's Park in lower Manhattan will be transferred to the 60th Street yard when the program is completed.

AWR President Clair M. Roddewig told the Millers' National Federation in Chicago last week that regulatory inequities will continue to "disrupt rate and market relationships in the grain trade." He added: "The railroads no longer propose to provide umbrella rates for a competitor. They propose to meet competition where they encounter it if they can do so with rates that are compensatory."

No "public economic injury" resulted when Keeshin's Railroad Transfer Service took over the Parmelee depot passenger transfer business in Chicago, said a federal district court jury last week. Barring appeal, this ends Parmelee's four-year legal battle against Keeshin, six railroads and other defendants. The antitrust suit, filed in February 1956, had claimed treble damages amounting to $19.2 million.

A moral victory was claimed last week by Chicago's North Shore Commuters Association in its continuing battle to prevent abandonment of the failing Chicago North Shore & Milwaukee (RA, April 25, p. 60). In an interim order, the ICC required the 89-mile Milwaukee-Chicago commuter link to continue operations for a one-year trial period and to petition the state commissions for "a substantial fare increase." The Commission also suggested that CNS&M explore all possibilities for a profitable operation.

Joint operation of PRR and Reading commuter lines in the Philadelphia area has been suggested in a study prepared by the city's Urban Traffic & Transportation Board. If applied to all 15 lines of the two roads, such operation could save $2 million a year in operating costs alone, the study indicates. Tied into the proposal would be a new terminal to serve both subway and commuter trains in downtown Philadelphia plus consolidation of North Philadelphia facilities of the two roads.

Railroad employment in mid-April was 796,599—up 0.9% from mid-March of this year but down 3.5% from a year ago, according to the ICC's Bureau of Transport Economics and Statistics.

Elimination of firemen from certain diesels has proved to be "completely satisfactory from every standpoint," Canadian Pacific President N. R. Crump told shareholders in Montreal. He noted that CPR "led the North American continent" in the removal of firemen from diesels in freight and yard service.

Lehigh Valley passenger service, which has been operated since May 1959 under ICC order requiring it, will continue although the order expired on May 12 of this year. LV says it has no present plans for a new application to discontinue the two trains in each direction although "heavy deficits continue and the only hope of saving the service for the communities along the system lies in the increased use of trains by the public."

Railroad use of aluminum "will continue to grow," Neil Zundel, director of transportation markets sales, Reynolds Metals Co., predicted last week. He made the statement in connection with the announcement that Southern's order for 1,205 aluminum freight cars (RA, July 13, 1959, p. 9) had been completed. Magor built 455 covered hopper cars and Pullman-Standard built 750 gondolas. Reynolds furnished the aluminum.

Freight car orders by railroads this year will total between 50,000 and 60,000, Joseph B. Lanterman, president of American Steel Foundries, told Boston financial analysts. He said orders during the first half of ASF's fiscal year were not up to expectations, but he foresaw an increase during the second half.

Department of Commerce's Transportation Council has protested against being listed as an advisory group on the transportation report which Commerce Secretary Mueller made to President Eisenhower (RA, March 21, p. 31). The council is a private-industry group, representing transport agencies and shippers, set up to advise the secretary on transport matters. It was listed among "industry advisory groups" which assisted in preparation of the report. The protest said this listing was an error because the council was not consulted for advice. A Commerce spokesman said Secretary Mueller appreciated the council's position, and that the listing was not intended to indicate that the council endorsed the report or its recommendations.

(Continued on following page)

You Ought To Know CONT

A government-guaranteed loan will be sought by Norfolk & Southern to help finance the rebuilding of the road's five-mile-long timber trestle across Albemarle Sound in North Carolina. N&S Presirent Henry Oetjen told stockholders in Norfolk, Va., that maintenance of the 50-year-old trestle is costing $180,000 a year. Other major projects planned by the railroad this year include mechanization of accounting, and the beginning of mechanization of roadway maintenance.

A simplified tariff of first and second class express rates, to become effective June 6, has been filed with the ICC by Railway Express. The new tariff combines into one document rate schedules which formerly required three separate tariffs. It contains minor changes in existing rates and territorial alignment.

Informal contacts between "the regulator and the regulated" are defended in a 12,500-word report on government regulation prepared for the New York Chamber of Commerce by its committees on public service and on industry, trade and transportation. Such contacts, the report says, "'can contribute greatly to the understanding by each of the problems of the other, to the avoidance of unnecessary delays, and thus to the public interest in wise and effective regulation."

Piggyback, fishyback and more rational rail rates will, during the next 25 years, slow the national trend toward decentralization of industries, though these factors will be unable to halt the decentralizing process altogether. That is one of the major conclusions in "Freight and the Metropolis," by Benjamin Chinitz, published this week by Harvard University Press as the sixth volume in the New York Metropolitan Region Study.

New Panama Canal locomotive contract has been awarded to a Japanese manufacturer on the recommendation of the Office of Civil and Defense Mobilization. OCDM became involved when Plymouth Locomotive Works—second low bidder for the 39-locomotive and three-crane order—asked that the low bid of Mitsubishi Trading Co. be set aside because the U. S. firm is essential to national defense. OCDM ruled that the Japanese firm had qualified under applicable rules designed to protect American manufacturers and that purchase of the locomotives from Japan would have a beneficial rather than harmful effect on national security.

Target date for completion of C&EI's new general office building is February 1961. The million-dollar, air-conditioned building, to be located in Chicago Heights, Ill., will house the accounting department and certain division offices now at Danville, Ill. C&EI headquarters and executive offices will remain in Chicago.

Airlines flew 846,372,000 ton miles of mail, express and freight in 1959, a 16.3% increase over 1958, according to the Air Transport Association of America. Passenger miles totaled 36.3 billion, 5 billion more than in 1958.

All in a Day's Work

ERPC Chairman David I. Mackie told a Cleveland audience last week of a rail inspection car used to examine track within yard limits at Lima, Ohio. The car was manned by non-railroad employees. "But the railroad was required to have a conductor aboard to act as 'pilot,'" Mr. Mackie said. "In addition to drawing a full day's pay for this, the conductor claimed and got another day's pay for 'deadheading' to the job site, and then a third day's pay as a yard foreman, and a fourth day's pay for 'deadheading' back to Lima. . . . The claims of two brakemen and a yardman for a day's pay also were sustained in an outside referee's decision, even though they did no work at all. Thus the carrier paid seven full days' pay for work actually done by one man in one day."

Seaboard's expanding TOFC traffic has resulted in the creation of a new position—that of manager of trailer-on-flat-car traffic. The post went to R. L. Mott, formerly superintendent of Seaboard's South Florida Division with headquarters in Tampa. Mr. Mott's new headquarters will be in Richmond, Va.

The Erie-Lackawanna merger should be "consummated quickly" so as to bring about "intensive use of fewer railroad facilities," DL&W President P. M. Shoemaker told stockholders in New York. Noting that an ICC examiner has recommended Commission approval of the merger, Mr. Shoemaker said that most of the exceptions filed by opponents to the merger generally reaffirm positions taken in earlier hearings before the ICC. He added that exceptions filed by the Nickel Plate and by a dissident group of stockholders will be opposed as "wasteful and time-consuming."

Non-ops and Canadian railways took their differences over pay increases the unions want before a conciliation board in Montreal last week. The unions, representing nearly 120,000 employees, want wage boosts that the railways estimate would cost up to $65 million a year.

A program of corrective action to safeguard rail passengers from shattered window glass must be prepared by May 17, the Pennsylvania PUC last week told PRR and Reading. The order followed a series of incidents in which vandals have stoned commuter trains of both railroads in the Philadelphia area. The immediate trigger: death of a commuter after a glass sliver severed an artery. The PRR says such a program would cost that road alone over a million dollars.

ACF has purchased 214,000 shares of Republic Aviation Corp. as "further diversification . . . along lines parallel to those in which we were well established," according to Chairman William T. Taylor. Purchase represents approximately 15% of the 1,437,148 Republic shares outstanding.

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'Passenger Problem' Will Be Solved

No problem is insoluble—not even that of railroad passenger service. However complex a situation is, there are always one or more ways of working out of it which are better than the remaining alternatives. Some progress was made toward a solution of the problem during the past year—notably in the reduction of the "passenger deficit" (ICC figures) to $544 million in 1959 from $610 million in 1958.

The passenger service of all railroads is suffering from malnutrition—but that doesn't mean there is one corrective which will fit the situation of every railroad. There are some railroad passenger runs so situated that skillful selling, attractive fares and speedy service can hold onto traffic, and are doing so. By contrast, there are some suburban services that cannot be made to pay from fare increases—and where the only possible alternatives are a large measure of tax relief (even retroactively) or service abandonment.

The acute aspect of the passenger service problem is the big deficit attributed to it by ICC figures. (And a big deficit there certainly is, whether ICC computations of its magnitude are accepted or not).

It would be an over-simplification of the problem, however, to look upon it entirely as one of eliminating the deficit. The quick way to eliminate the deficit would be to shut all passenger service down as quickly as possible—but relatively few railroads would agree that that would be the best answer in all situations, even though it would be the best answer for some of them.

Finding out the places where there is still a good chance of doing a profitable and growing business takes experimenting, and experimenting takes time. Experiments are now going on. That people often respond favorably is conclusively shown by the rather substantial traffic gains which some railroads enjoyed in 1959, over the preceding year, and which are set forth in a tabulation elsewhere in this issue.

The handling of commuters is a special situation. It plagues relatively few railroads—but some of those it does plague, it plagues thoroughly. Three solutions seem possible, depending on the circumstances of the individual railroads (which vary widely). These are:

1. Higher fares, adequate to assure a margin of profit, with additional help from tax concessions where these will (along with higher fares) remove the service from red ink.

2. Abandonment of the service—where it is impossible to make it pay its way from tax concessions and higher fares, and where service abandonment will not be disastrous to the communities served.

3. Where the service is indispensable to interested communities—and where fare increases and tax concessions will not put the service in the black—then the communities which demand the service will have to assume responsibility for providing it. No private company can expect to subsidize, indefinitely, a costly service to a favored group of patrons—at the expense of its profitable traffic and stockholders.

Most railroads made progress—some of them noteworthy progress—in reducing their "passenger deficits" in 1959. But reducing the deficit is only part of the answer to the problem as a whole—which also involves (or should involve) building up the traffic where substantial "potential" exists. Some railroads are proceeding with vigor to do exactly this, and appear to be succeeding at it.

AGENDA FOR VICTORY: The past year saw *some* progress in resolving the "passenger problem." Resolute realism will bring more and greater progress during the current year. Necessary to more rapid accomplishment in the desired direction are such steps as these: (1) minimizing all wasteful practices (e.g., "make-work" rules); (2) resolute action along the three suggested routes for terminating losses from suburban operations; (3) making every effort to retain and expand "head end" traffic wherever profitable; (4) publicizing the public's continuing need of railroad service, and the favoritism government is extending to air and highway carriers; (5) seeking out all situations where growth "potential" exists, and applying all effective instruments in pricing, scheduling and merchandising to make the "potential" an actuality.

All problems, including this complex one, are soluble. The only difference is that the tougher ones require larger inputs of analysis, determination and persistence.

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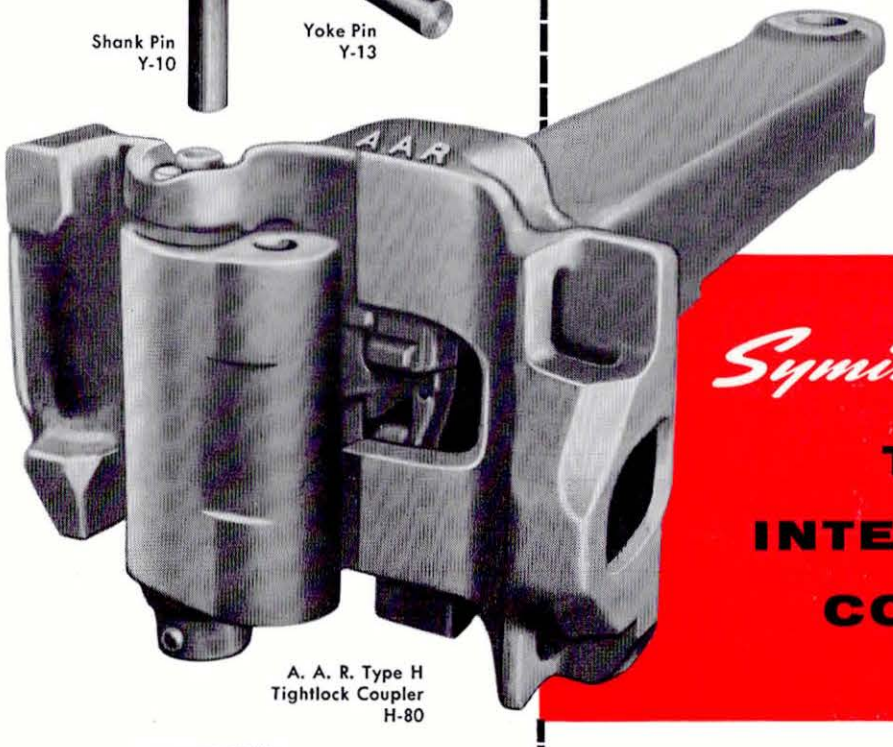

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